THE NATIONAL AUTHER

ding Publication in the Meat Packing and Allied Industries Since 189



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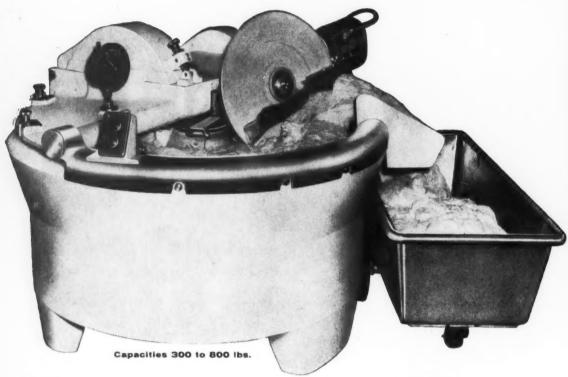
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 - Cutting time greatly reduced
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- Keeps your products pure;
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VOLUME 133 NOVEMBER 5, 1955 NUMBER 19

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Varied Program to Preview Future

LERT to the fact that tomorrow's progress depends upon today's plans and preparations, the American Meat Institute has geared its 1955 annual meeting to the future and will look as far as 20 years ahead in depicting prospects for the industry during the five-day session, November 11 to 15 at the Palmer House, Chicago.

Some of the top men in public affairs, including two U. S. senators, a famous general, a noted economist and an executive of the Chamber of Commerce of the United States, will outline the national and international perspective while other experts analyze current trends in the livestock

and meat industry.

19

30

Latest scientific and technical advancements to aid the industry in its vital task of feeding a rapidly expanding population with maximum efficiency and at minimum cost will be described in various technical sessions, and many new developments will be available for first-hand observation at the largest exhibit of machinery and

supplies in the Institute's history.

The greatest projection into the future will take place during the opening session Friday morning, November 11, with the showing of "1975—People, Products and Progress." This new film produced by the Chamber of Commerce of the United States gives a startling prediction of what life will be like in the U. S. 20 years from now. "The Selection, Training and Development of Tomorrow's Packinghouse Executives," of utmost importance in assuring growth and prosperity, also will be discussed at the opening session by Gaylord A. Freeman, jr., vice president

of the First National Bank of Chicago.

A third subject to be discussed at the opening session, which may well open up tremendous new horizons to meat packers in the years just ahead, is "Preservation of Fresh Meats Through the Use of Antibiotics." The con-

ventional method of meat preservation by refrigeration also holds new and exciting developments which will get a major share of attention in section meetings and at the Monday morning general session which will feature a panel on frozen meats. The Friday scientific and operating session will be brought up to date on the use of ionizing radiation for cold sterilization.

A controversial subject that grows more heated as next year's national election nears, the agricultural program, will be taken up at the Friday afternoon livestock session by Senator Bourke B. Hickenlooper (R-Iowa), a member of the Senate Committee on Agriculture and a former governor of Iowa. Other section meetings will cover engineering and construction, sausage and merchandising and accounting subjects.

A talk by J. M. Foster, chairman of the Institute board of directors and vice president and director of sales, John Morrell & Co., Ottumwa, will open Monday morning's general session. He will sum up important developments in the meat packing industry in the recent past and point the way to the path the industry should follow during the years ahead if it is to expand.

At the annual dinner Monday night, General Albert C. Wedemeyer, commander of American forces in the China theater during the latter part of World War II and one of America's top students of international affairs, will speak on "Red Flags at Home and Abroad." A musical entertainment program also has been arranged. The annual dinner will be held at 7 p.m. in the Grand Ballroom of the Conrad Hilton.

Tuesday morning's general session will be addressed on "Competition and Need for Merchandising" by Dr. Charles F. Phillips, president, Bates College, Lewiston, Me., and on "A Firm Foundation for the Future" by Senator Wallace F. Bennett (R-Utah), a past president of the National Association of Manufacturers.

Attention again will be on the future at the "Look-Ahead" luncheon at 12:30 p.m. Tuesday, which will wind up the five-day affair. A look ahead at the economic future of America will be



J. M. FOSTER



GEN. WEDEMEYER



C. BRODERICK



MAGGIE DALY

the subject of Charles T. Broderick, chief economist of Lehman Brothers, New York.

Special activities arranged for the ladies include a "Get-Acquainted" tea in the Palmer House Saturday afternoon and a luncheon and fashion commentary Monday noon at the picturesque Sarah Siddons Walk of the Ambassador East Hotel. Maggie Daly, model and one of Chicago's top fashion personalities, will present the show.

(Turn the page for full program details)

OPENING SESSION

FRIDAY . . 10:00 A.M.

GRAND BALLROOM



G. FREEMAN



DR. MILLER



B BOWMAN

The Selection, Training and Development of Tomorrow's Packinghouse Executives—Gaylord A. Freeman, jr., vice president, First National Bank of Chicago.

Preservation of Fresh Meats Through the Use of Antibiotics—Dr. Wilbur H. Miller, director of industrial applications, and Burton Bowman, sales manager, fine chemicals division, American Cyanamid Co., New York City.

1975—People, Products and Progress—This new film produced by the Chamber of Commerce of the United States will be presented by Arch N. Booth, executive vice president of the national organization.

SCIENTIFIC AND OPERATING

FRIDAY . . 2:00 P.M.

GRAND BALLROOM



DR. BROCKMANN



DR. NIVEN



DR. TISCHER



J. G. LUTHER

Electrostatic Smoking—Dr. M. C. Brockmann, director of research, Kingan Inc., Indianapolis.

The Use of Pure Culture Starters in the Manufacture of Summer Sausage—Dr. C. F. Niven, jr., assistant director of research and education, American Meat Institute Foundation, Chicago.

Ionizing Radiation in the Meat Industry-Dr. Robert G.

Tischer, director, food laboratories, Quartermaster Food and Container Institute for the Armed Forces, Chicago.

Antibiotics and Livestock Production—Dr. H. G. Luther, director, agricultural research and development department, Chas. Pfizer & Co., Inc. of Terre Haute, Indiana.

LIVESTOCK SESSION

FRIDAY . . 2:00 P.M.

RED LACQUER ROOM



D. CATRON



SENATOR HICKENLOOPER



V. FRANZ



F. ANDREWS

New Developments in Feeding Swine—Professor Damon V. Catron, department of animal husbandry, Iowa State College, Ames.

The Agricultural Program—U. S. Senator Bourke B. Hickenlooper, Republican of Iowa.

Live Hog Evaluation—Virgil E. Franz, head, provision department, Swift & Company, Chicago.

Effects of Stilbestrol and Other Hormones in Livestock

-F. N. Andrews, professor of animal husbandry,
Purdue University, LaFayette, Ind.

ENGINEERING AND CONSTRUCTION

SATURDAY . . 10:00 A.M.
RED LACQUER ROOM



L. PIRCON



C. E. EVANSON



L. BUEHLER



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K. E. NIELSEN



F. NEFF



W. MATTHEWS



K. WOLCOTT



R. RANSOM

Air-Conditioned Smokehouse Design-L. J. Pircon, chemical engineer, American Meat Institute Foundation.

Automation in the Meat Industry—C. E. Evanson, president and general manager, TAB Engineers, Chicago consulting firm.

Equipment Design for Freezing Prepackaged Product

-Leon Buehler, jr., chief refrigerating engineer,
Creamery Package Manufacturing Co., Chicago.

Industry Refrigeration Problems—A panel discussion by members of joint American Society of Refrigeration Engineers—American Meat Institute committee on refrigeration. K. E. Nielsen, International Packers Ltd., Chicago, chairman; K. E. Wolcott, Julian Engineering Co., Chicago; C. D. Macy, Geo. A. Hormel & Co., Austin; F. P. Neff, Tupman Thurlow Co., Inc., Chicago; R. W. Ransom, John



C. MACY



L. JOSLIN



B. S. PARKER

Morrell & Co., Ottumwa; L. E. Joslin, Krey Packing Co., St. Louis; W. C. Matthews, Armour and Company, Chicago, and B. Starr Parker, Tennessee Packers, Inc., Clarksville, Tenn.

SAUSAGE AND MERCHANDISING

SATURDAY . . 10:00 A.M.

GRAND BALLROOM



J. R. IVES



DR. SHANNON



J. MILTON

Looking Ahead at the Livestock and Meat Situation— J. Russell Ives, associate director, department of marketing, American Meat Institute.

Make Sausage Right and Sell It at a Profit—Dr. William J. Shannon, assistant vice president and manager, self-service division, Oscar Mayer & Co., Madison.

Some Observations about the Sausage Business—Carl Thommen, vice-chairman, AMI committee on sausage, and manager, table-ready meats department, Swift & Company, Chicago.

Facing the Facts about Meat Merchandising—John C. Milton, manager, AMI merchandising division.

NOVEMBER 5, 1955

ACCOUNTING SESSION

SATURDAY . . 10:00 A.M.

CRYSTAL ROOM







W. R. WOODRUFF R. A. HOFFMAN L. MANNASMITH

Control of Packinghouse Operations Through Tests-A. C. Bruner, East Tennessee Packing Co., Knoxville. Approach to Systemization-L. M. Mannasmith, management service, Arthur Young & Co., Chicago.

The Advantages of a Weekly Profit and Loss Statement -K. R. Woodruff, vice president and secretary, Hygrade Food Products Corp., Detroit.

Increasing Real Income Through Easing the Tax Burden-Raymond A. Hoffman, partner, Price Waterhouse & Co., Chicago.

GENERAL SESSION

TUESDAY . . 10:00 A.M. RED LACQUER ROOM





DR. PHILLIPS

Competition and Need for Merchandising-Dr. Charles F. Phillips, president of Bates College at Lewistown, Maine.

A Firm Foundation for the Future-U. S. Senator Wallace F. Bennett, Republican of Utah.

Presentation of AMI gold service awards to industry veterans with 50 years of service, H. H. Meyer of The H. H. Meyer Packing Co., Cincinnati, AMI treasurer and board member, will make the awards.

GENERAL SESSION

MONDAY . . 10:00 A.M.

RED LACQUER ROOM

Opening Remarks-J. M. Foster, chairman, AMI board of directors, and vice president and director of sales, John Morrell & Co., Ottumwa.

Panel on Frozen Meats-John Mock, Evanston, Ill., panel moderator; Paul Goeser, head, fresh meats division, Swift & Company research laboratory; Leonard Berkowitz, general manager, frozen fresh meat division, L. B. Darling Co., Inc., Worcester, Mass.; D. B. Love, head, frosted meats and food service division, Armour and Company, Chicago; Glenn R. Curtis, vice president, meat merchandising, Independent Grocers' Alliance Distributing Co., Chicago; Robert Graf, assistant chief, Animal Products Branch, Food Laboratories, Quartermaster Food and Container Institute for the Armed Forces, Chicago; N. P. Chaplicki, vice president in charge of meat operations, National Tea Co., Chicago; Harlan J. Nissen, vice president, Terminal Refrigerating Co., Los Angeles, and Grace White, food editor, Family Circle magazine, New York City.

Presentation of \$1,000 and gold medal Dodge & Olcott annual award for outstanding achievement contributing to the growth and general welfare of the meat packing industry.



J. MOCK



P. GOESER



L. BERKOWITZ



D. LOVE





G. WHITE



G. GRAF



N. CHAPLICKI



H. NISSEN

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NOVEMBER 5, 1955



A sight-seeing bus provides Windy City visitors with a good view of Chicago's lake front and changing skyline.



Harry Belafonte, dramatic interpreter of folk songs and night club singer, brings his songs to the Empire Room.



The wit and wisdom of nation Okinawans, Burgess Meredit and Barbara Luna, casts magic spell on Scot McKa



The Empire Eight Dancers at the Palmer House find "The Power of Positive Thinking" an intriguing dance theme.



Chick Jagade of the Chicago Bears displays some of the form and speed that makes the Bears a "terrific" team.

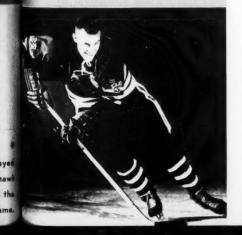


Speed and skill are displayed by this Chicago Blackhawl player as he maneuvers the puck in a fast hockey game.

ads over Lake Michigan aste a dramatic background r Adler Planetarium, one (many Chicago landmarks.



elf Erickson and Phyllis Hill lers of "Anniversary Waltz," somedy, exchange some gay sartee with Helen Martin.



YOUR

IN CHICAGO

T's an easy "move" from convention headquarters to the many special events offered in Chicago to suit every taste and mood in entertainment. Meetings, sessions and exhibits have been planned by the AMI to give you the latest know-how to improve your business. The Provisioner can give you some ideas on where you may relax after business.

Sports-minded meat packers can see professional football and hockey games. Lovers of good theater will have a chance to enjoy excellent stage plays, as well as hear wonderful symphony music and grand opera. Good food and fine entertainment are a by-word with Chicago restaurants and night clubs.

SPORTS EVENTS

Football

Chicago Bears vs. Los Angeles Rams at Wrigley Field, Clark and Addison on Sunday, November 13, at 1:05 p.m. Tickets available at Lytton's. Hockey

Chicago Blackhawks vs. Toronto Maple Leafs at Chicago Stadium, 1800 W. Madison st., on Friday, November 11, at 8 p.m. The Blackhawks play the Montreal Canadiens on Sunday, November 13, at 7:30 p.m. Tickets at Stadium and Bond's, State and Jackson.

STAGE PLAYS

"The Teahouse of the August Moon"—Burgess Meredith and Scott McKay star in a sparkling comedy nightly (except Sunday) at the Erlanger Theatre, 127 N. Clark st. Matinces Wednesday and Saturday.

"Anniversary Waltz"—Leif Erickson and Phyllis Hill play lead roles in a comedy at the Harris Theater, 170 N. Dearborn st., nightly (except Sunday) with a matinee on Saturday.

"Solid Gold Cadillae"—Ruth McDevitt stars in a George S. Kaufman-Howard Teichmann comedy hit at the



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Chick Jagade of the Chicago Beers displays some of the form and speed that makes the Beers a "forrific" team.



Speed and skill are displayed by this Chicago Blackhad player as he maneuvers the pack in a fast hockey game



YOUR

"Move"

IN CHICAGO NOV. 11-15

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"Solid Gold Cadillac"—Ruth McDevitt stars in a George S. Kaufman-Howard Teichmann comedy hit at the Blackstone Theater, 60 E. Balbo ave. Performances have been scheduled for every evening; matinee Saturday.

MUSIC

Lyric Theater Opera presents renowned singers and ballet artists in four grand opera performances during convention week. Operas and performance dates are: "Madame Butterfly" on Friday, November 11, and Monday, November 12, and "Faust" on Tuesday, November 12, and "Faust" on Tuesday, November 15. The operas will be presented evenings at the Civic Opera House, 20 N. Wacker dr.

Chicago Symphony Orchestra concerts are presented Thursday evenings at 8:15 and every Friday at 2:00 p.m. at Orchestra Hall, 216 S. Michigan.

Elisabeth Schwarzkopf, soprano, will sing at Orchestra Hall on Sunday, November 13, at 3:30 p.m.

RADIO-TV

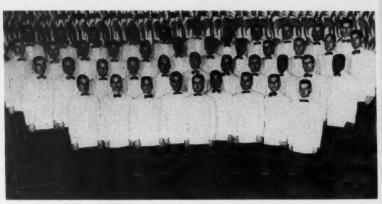
American Broadcasting Co., 20 N. Wacker dr.; Columbia Broadcasting Co., 410 N. Michigan ave., and Mutual Broadcasting System, 441 N. Michigan ave., have a number of programs open to the public. Tickets may be obtained by writing in advance. There is no charge.

DINING, DANCING, ENTERTAINMENT

Balinese Room, Sheraton-Blackstone, Hotel, 636 S. Michigan ave. Boulevard Room, Conrad Hilton Hotel, 720 S. Michigan ave. Buttery, The Ambassador West Hotel, N. State and Goethe st. Camellia House, Drake Hotel, Lake

Shore dr., at Michigan ave. Chez Paree, 610 N. Fairbanks ct. Empire Room, Palmer House Hotel, State and Monroe sts.

SONGS, OLD AND new will be presented by The Hoosier Queens at the annual dinner of the American Meat Institute, Monday, November 14. The vocal group will be joined by the Indiana University male chorus and the Chicago Pops Orchestra for part of the choral program.



THE SINGING HOOSIERS, the Indiana University male chorus will present a choral program at the 1955 annual dinner. Gen. Albert C. Wedemeyer will be the guest speaker.

Glass Hat, Congress Hotel, 520 S. Michigan ave.

Ivanhoe, 3000 N. Clark st.

Polynesian Room, Edgewater Beach Hotel, 5349 N. Sheridan rd.

Pump Room, Ambassador East Hotel, N. State and Goethe st.

Sheraton Lounge, Sheraton Hotel, 505 N. Michigan ave.

SPECIAL EVENTS

Flower Show

The 43rd annual chrysanthemum show, one of the largest "mum" exhibits in the country, will be featured at the Garfield and Lincoln Park conservatories. Open daily and Sunday from 9 to 9, Admission free.

Adler Planetarium on the Lake front at Roosevelt rd. will present "Radio Astronomy" during November at 11 a.m. and 3 p.m. Monday through Saturday; at 2 p.m. and 3:30 p.m. on Sunday, and at 8 p.m. Tuesday and Friday. 25c admission fee.

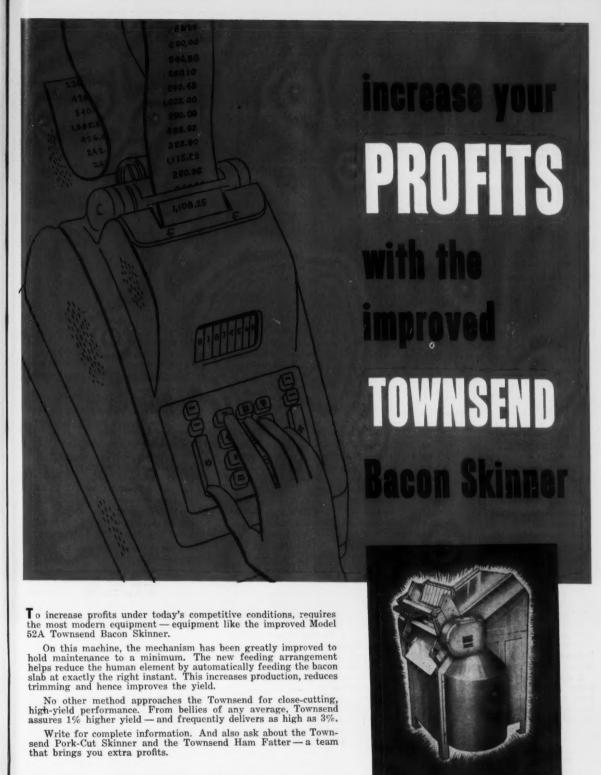
Chicago Sunday Evening Club, Orchestra Hall, 216 S. Michigan ave., presents a non-sectarian religious service with noted speakers and a famous choir, every Sunday at 8 p.m. Free. Business and Industrial Tours. Conducted tours are offered by: 1) Chicago Lighting Institute, 37 S. Wabash ave. Free. 2) Chicago Tribune Plant, 435 N. Michigan ave. Advance notice required. 3) Marshall Field & Co. Tours for groups of 5 to 20. Advance reservation required. 4) Homemaker's Center, 122 S. Michigan ave. Groups by appointment. 5) Illinois Institute of Technology, 33rd and Federal sts. Group tours by appointment. 6) Merchandise Mart. Tours for groups of 15 to 30 by special reservation. Admission 75c. 7) University of Chicago. Two-hour conducted tour every Saturday at 10 a.m. from Ida Noyes Hall, 1212 E. 59 st. Free.

Observation Towers. The Board of Trade and Tribune Tower are open weekdays and Sunday from 9 a.m. to 5 p.m. Wrigley Building open weekdays only 9:30 a.m. to 5 p.m.

Art Institute. The complete collection of the Institute's Picasso paintings; French masterpieces of drawings for seven centuries loaned by the Louvre, Paris and photographs by Aaron Siskind, Illinois Institute of Design, are some of the art work on display.

Museum of Science and Industry has on exhibit the U505 submarine. The graphic story of the submarine's capture by Americans is depicted by a film. Guided tours through the submarine are included. Other exhibits are "Yesterday's Main Street," "See Yourself on Television," "Hear Yourself on the Telephone," and "Colleen Moore's Doll House."

Chicago Theater will present the premiere of the movie "Guys and Dolls" on November 11. Marlon Brando, Jean Simmons and other stars will make a personal appearance on that day only. Sportsman's Park, 3301 S. Laramie, will hold a special Charity Meet from November 7 through 12.



TOWNSEND

ENGINEERING COMPANY

NOVEMBER 5, 1955

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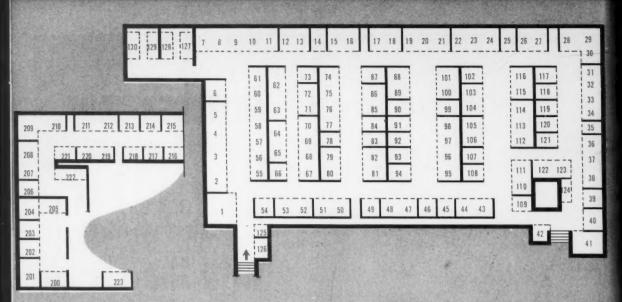
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CLUB FLOOR

MAIN EXHIBIT FLOOR

A wide variety of new and improved equipment and supplies of interest to meat packers and processors will be a major convention feature. The main exhibit floor is located just off the foyer of the Grand Ballroom and a few steps down. Club Floor exhibits (number prefixed by "C") also are located off the foyer, only up a few steps. The halls will be open as follows: FRIDAY, 9 to 10 a.m., 12 to 2 p.m. and 4 to 6 p.m.; SATURDAY, 12 to 5 p.m.; SUNDAY, 10 a.m. to 5 p.m.; MONDAY, 9 to 10 a.m. and 12 to 5 p.m., and TUESDAY, 9 to 10 a.m. and 12 to 2 p.m.

Accent International 91
Advance Oven Co 35
Allen Gauge & Tool Co 83
Allbright-Nell Co., The7-11
Aluminum Cooking Utensil Co.,
American Meat InstituteF-1
American Spice Trade AssociationF-2
Arkell Safety Bag Co
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Basic Food Materials, Inc43-44
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Calgon, Inc. Curafos Div
Clasiment Butch and Survey Co. 216
Cincinnati Butchers' Supply Co., The2-5
Coldmobile Division Union Asbestos & Rubber Co
Dalason Products Mfg. Co
Bowey & Almy Chamberl Co.
Cryovac Division28-30
Dodge & Olcott, IncF-5
Dohm & Nelke, Inc125
Dole Refrigerating Co126
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Everhot Mfg. Co
Exact Weight Scale Co., The108
First Spice Mixing Co., Inc52-53
Food Engineering
Franch Oil Mill Machinery
Co., The

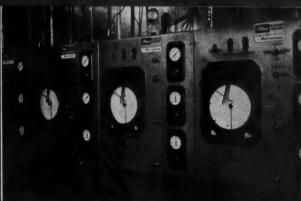
General Machinery Corp100-101
Gifts for Industry, Inc
Globe Co., The55-61
Global Industrial Machinery
Corp
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Meletio CoC-206
Goodyear Tire & Rubber Co85-86
Great Lakes Stamp & Mfg.
Co., Inc., 19, 20, 21
Griffith Laboratories, Inc., The81-82
Hercules Fasteners, Inc71-72
Heller, B., & Co109
Hoffman-LaRoche, Inc124 & C-205
Huron Milling Co
International Salt Co., Inc
James, E. G., Co17-18
Jamison Cold Storage Door Co 84
Kartridg-Pak Machine Co88-89
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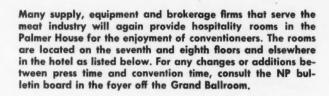
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ONE MAN WITH DIVERSOL CX CAN DO THREE JOBS AT ONE TIME







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News and Views

THE NATIONAL

PROVISIONER

VOL. 133 No. 19 NOVEMBER 5, 1955

Read and Learn

We suggest that meat packers and sausage manufacturers read carefully the account of the convention of the National Association of Hotel and Restaurant Meat Purveyors which begins on page 56 of this issue. We believe that the article contains: 1) Information significant from a policy-forming standpoint, and 2) Technical data usable now or at some future time.

NAHRMP is an association representing one segment of the meat industry which is increasing in importance each year, but which probably is not too well known to many producing packers and sausage manufacturers. While the firms in the field (all of them packer customers) do have a primary interest in hotel, restaurant and institutional supply, many of them are successfully pointing their efforts in other directions. In some of their endeavors they compete with packers, in other of their functions they complement those of slaughterers and processors and in still others they work in new fields in which meat packers have, so far, been relatively inactive.

In many cases these firms, whether supplying aged, portion-controlled and high quality cuts to restaurants, or freezing specialty steaks and meat dishes for retail sale, are pointing more definitely toward the goal of ultimate consumer satisfaction than are the primary producing firms in the meat industry. In so doing they are meeting and solving the problems of processing, packaging, merchandising and distributing kitchen- and/or table-ready meat food products for the American housewife.

The progress these firms have already made, and the apparent direction of their future efforts, as reflected by our report on convention proceedings, should stimulate management thought in other segments of the meat industry.

The Government's pork and lard purchase program, designed to help strengthen hog prices, will get underway during the week of November 7. The USDA has invited offers on lard and three canned products, pork luncheon meat, pork and gravy, and ham. Due first are lard offers, which must be received by the USDA not later than 2 p.m. Monday, November 7, for acceptance by Friday, November 11. The lard must be stabilized and packed in either 3-lb. or 50-lb. tins. Delivery will be in four weekly periods, beginning with the week of December 19 and ending in the week of January 9. Next offers on lard will be due not later than 2 p.m. November 28.

Offers on the three canned products will be received on a weekly basis. First offers on canned pork luncheon meat and canned pork and gravy will be due not later than 2 p.m. Tuesday, November 8, and every Tuesday thereafter until further notice. Pork cuts used in the canned products will come from higher qualities of the lighter-weight hogs to encourage marketings at lighter weights. The luncheon meat will be packed in 6-lb, tins and the pork and gravy in 1-lb., 13-oz, tins. First offers on canned hams are due not later than 2 p.m. Wednesday, November 9, and every Wednesday thereafter until further notice. The size range for canned hams will be 6 to 8 lbs. Acceptance by the USDA of all products will be not later than 8 a.m. on Friday of the week in which offers are submitted. Delivery of canned products under the first offer will be in the six-week period beginning December 5. Additional purchase details and product specifications may be obtained from the

Livestock and Dairy Division, Commodity Stabilization Service,

USDA, Washington 25, D. C.

Setting A New record for attendance at any NIMPA regional meeting, NIMPA's Southern Division maintained its reputation as a pacemaker last weekend by attracting an enthusiastic group of more than 300 to the two-day meeting at the Roosevelt Hotel in New Orleans. J. B. Hawkins, general manager of Lykes Bros., Inc., Tampa, was elected regional vice president, succeeding Frank W. Thompson, general manager of Southern Foods, Inc., Columbus, Ga. Three men also were elected as national directors for three-year terms to begin at the NIMPA annual meeting next spring. They are: J. J. Swick, Copeland Sausage Co., Alachua, Fla.; Arnold Autin, Autin Packing Co., Houma, La., and J. D. Christian, Joel E. Harrell & Sons, Suffalls Vo.

One of the big features of the regional meeting was the Saturday morning session on sales training, which drew a crowd of some 240. (See page 70 for high points of the various sessions.) The Southern Division voted to hold its 1956 regional meeting in Miami. Next and final NIMPA regional meeting for 1955 will be the joint meeting of the Central and Midwestern Divisions December 9-10 at the Hotel Jefferson, St. Louis.

during the 1955-56 feeding year has been predicted by the college feed survey committee of the American Feed Manufacturers' Association. The 1955 fall pig crop is estimated at 41,000,000 head, up 11.5 per cent from the 1954 fall crop, and the spring pig crop is estimated at 61,058,000 head, about 1 per cent more than a year earlier. An increase also is predicted in total sheep numbers while beef cattle numbers on January 1, 1956, are expected to be about the same as a year earlier. The feed group expects production of chickens, exclusive of commercial broilers, to increase 1 per cent to a total of 600,000,000 and sees a 6 per cent increase in commercial broiler production, estimated at 1,191,000,000. Turkey numbers are expected to go up 5 per cent to a total of 66,200,000.



THE WORKING SIDE-Audience listens attentively while R. C. Bradford, right, tells how conveyors contribute to plant economy.



THE PLAYING SIDE—One of main social events was outdoor wiener roast attended by group from West above.

They Thaw Out Major Problems Under Miami Sun

Frozen meats — breading, wrapping, shipping, freezing — get top billing at Purveyors' biggest meeting. Read the latest about this and other pertinent management problems on the following pages.

EASTERN FOLKS ENJOY THE ROAST

CUTTING A MEAN RUG

COCKTAILS ON THE PRESIDENTS



W HO says 13 is an unlucky number? Not the National Association of Hotel and Restaurant Meat Purveyors. Their 13th annual convention, held October 25 to 28 in Miami Beach, was the biggest and best to date.

Sandwiched between morning swims in the ocean and evening social events were business sessions crammed with factual discussion. Machine tying of beef cuts, requirements of frozen food truck bodies, protective packaging of frozen and fresh meats, basic fundamentals of freezer operation, the federal grading service, product liability insurance coverage and methods of remunerating salesmen were but a few of the topics covered.

One day was devoted to an open directors' meeting during which problems of the association were aired; another to a bull session where confidences were exchanged, and the third to authoritative talks.

A film showing actual plant operations at Grill Meats, Inc., Sandusky, Ohio, which disclosed some of the modern production techniques employed at this plant, was a convention highlight.

A guest of honor at the meeting was the association's first president, Armand Bastian, John P. Harding Market Co., Chicago.

By extending the variety of products processed as portion-controlled, pan-ready meats, breading has expanded the market for meat purveyors, said Bob Thorne, Golden Dipt Div., Meletio Co., St. Louis. Breading eliminates a messy job for both the chef and housewife. Prebreading, through proper techniques, yields a portion-controlled meat item. To date, veal, pork, beef, ham sticks and mock chicken legs have been prebreaded. Breading increases the attractiveness and palatability of meat products. Equally important, pre-



OFFICERS of NAHRMP: Harry L. Rudnick, secretary-treasurer; Al Nathanson, executive vice president, Charlestown Packing & Provision Co., Charlestown, Mass.; Bernard Pollack, retired chairman of the board, Stock Yards Packing Co., Inc., Chicago; Hy Tanenbaum, chairman of the board, American Provision Co., Los Angeles; Pal A. Spitler, president, DeBragga and Spitler, Inc., New York, N.Y.; Clarence J. Becker, vice president, Becker Meat & Provision Co., Milwaukee, Wis.

breaded meats are a profitable item for both purveyor and restaurant.

Economical breading can be formulated to meet individual plant specifications. In a two-step process, correct



R. A. THORNE
"Breading expands line of profitable meat items."

breading will seal in meat flavors, impart a crisp taste to the meats and keep out the cooking fats, Thorne said.

Developed in 1937, Golden Dipt breading has been modified to meet specific product conditions, Thorne related. In the first step an egg wash, made from soft winter wheat flour, eggs, milk, and seasoning is diluted with approximately three parts water before the meats are placed in the wash. The dipped meats are allowed to drain for a few seconds and then placed in the dry breading made from dehydrated winter wheat flour, eggs, milk, salt, pepper and monosodium glutamate. A flash dehydration of the wheat flour exposes it to temperatures as high as 900° F. and changes starches to dextrins which resist grease absorption.

The weight of the end product and the percentage of breading on the meat can be varied and controlled by governing the thickness of the batter. Thinning the batter with water results in a smaller weight pickup. Similarly, the grind texture of the breading will govern the amount of pickup. Generally, the amount of pickup.

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WIENER FANS SAY "CHEESE."





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scrapers, for the ones you are using are either too limber or too stiff.

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*Regular BOSS Belt Scrapers are available also.

THE Cincinnati BUTCHERS' SUPPLY COMPANY CINCINNATI 16. OHIO

up currently employed is between 22 to 25 per cent, although the possible range on which the operation can be standardized is from 15 to 35 per cent, Thorne observed.

To give the product extended shelf life, Golden Dipt breading contains an MIB-approved antioxidant which extends the cold storage life on all but pork items to 12 months. Pork has a three month cold storage life.

While equipment is available to make breading a complete machine operation, Thome suggested use of a hand setup until factors of size, color of finished product, merchandising, etc., are settled. He stressed that the package should contain simple cooking instructions, telling the customer exactly how to handle the product and giving temperature and cooking time. To do justice to the product, the package must state the fact that the product should be kept frozen and fried frozen.

All ground meat items to be hand breaded first must be frozen. The items should be arranged in single layers on a tray and then placed in a minus 20° F. blast-type or plate-type freezer for 20 to 30 minutes.

Breading can be formulated to give a desired shading or color in the consumer cooked product, Thorne said. He predicted a great increase in the processing of ready-to-heat, cooked and breaded meat items in the future.

CONVEYOR product handling systems, engineered to meet the requirements of a specific plant, can eliminate much non-productive labor and frequently gain valuable floor space, declared R. C. Bradford, Union Steel Products Co., Albion, Mich. He showed a series of pictures which depict steps necessary to move 1) sliced luncheon meats from slicers to the vacuum-pulling, pouch-sealing units; 2) peeled frankfurters to the packaging stations, and 3) pouched product into and out of the immersion shrink room.

The plant at which the photographs were taken saved 50 per cent of its handling costs since installing the conveyor system, he said. The total cost of this system was \$10,000, which the packer recouped in labor savings the first year.

In another plant, 21 operators, the foreman and his assistant were employed in slicing and packaging luncheon meats. After the installation of an engineered conveyor system, the number of employes was reduced to nine girls, the foreman and his assistant. Furthermore, the plant experienced a 20 per cent increase in vol-

ume handled by this reduced crew and greater uniformity in the packaged product, Bradford emphasized.

As examples of space savings achieved with conveyor systems, he cited the experience of one meat packer who gained 18,000 sq. ft. of work area and another who was able to house 30 order assembly trucks in a space formerly occupied by 20 after installing a conveyor system.

With another slide picture, he showed a conveyorized freezer that cut freezing time from 4½ to 1½ hours with a substantial reduction in labor handling as product no longer had to be pushed in and out of the freezer in truck lots. The conveyor system feeding this freezer was suspended from the ceiling, again saving valuable floor space. Because the conveyed product is exposed to better air circulation and a timed freezing cycle, it freezes with greater uniformity.

His firm has developed a steel rod conveyor belt ranging in width from 6 in. to 24 in. in both standard basic wire and stainless steel wire in two different gauges. One gauge is for light loads such as small packages, sliced luncheon meats and various items not exceeding 6 lbs. per foot of belt. The other is for loads up to 20 lbs. per ft.

The conveyors have been designed for inclines, declines, curves, passage through building walls, and in multiple tiers up to 12 tiers, he said. Curved sections have a range from 15 to 180 deg. Automatic selection stations, reversible units, variable speeds and an almost endless number of combinations for eliminating non-productive labor in product movement are possible.

In conjunction with the York Corp., York, Pa., Union Steel Products Co. is assembling data on meats during conveyorized freezing in portable freezer units. Bradford showed a picture of a currently available eighttier unit, 40 ft. x 8 ft. x 12 ft., made from galvanized steel and insulated with 6 in. of Styrofoam. The interior is lined with plastic.

In developing its conveyors for the meat industry, the firm has placed emphasis on sanitation and low maintenance costs, he asserted.

The installation of a conveyor system for transporting meat products is an engineered job designed for product, plant layout, shipping and loading, and speed of output, Installation can be justified by the savings.

NSULATION is by far the cheaperst refrigeration that can be built into a truck body, T. J. Hackney, jr., Hackney Bros. Body Co., Wilson, N. C.,



T. J. HACKNEY, JR.

"Low temperature truck bodies need special insulation. . ."

told the purveyors. Any effort to make a moderate temperature truck body, 35 to 40° F., do the job of a frozen meats truck body, 0° F., is doomed to failure, he said. The dif-



T. J. HACKNEY, JR. opens door to explain some of the special construction features of a low temperature truck body on exhibit in front of convention headquarters.









I. EASTERN DIVISION directors: Bernard Goldstein, District Hotel Supply Co., Washington, D.C.; Howard Ziegler, Ziegler Meet Co., Pittsburgh, Pa.; Edward Jabbogy, Pacific Hotel Supply Co., New York; George Crean, Gerry Provision Co., Buffalo, N.Y.; Pete Petersen, Petersen-Owens, Inc., New York; Leo A. Kelly, M. A. Kelly Co., Philadelphia, Pa., and Rip Collins, Southeastern Meet Co., Atlanta, Ga.

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4. CENTRAL DIVISION directors: (Front) Melvin Salomon, Allen Brothers, Inc., Chicago; Sem Stein, Grill Meats Inc., Sandusky, O.; Lawrence Cain, Thompson-Cain Meat Co., Detroit, Mich., and Edward Williams, Williams Meat Co., Kansas City, Kans. (Rear) Clarence Becker, Becker Meat & Provision Co., Milwaukee, and Bernard Pollack, Stock Yards Packing Co., Inc., Chicago.

ference in insulation in the two types of bodies makes the moderate temperature body inadequate for frozen food transportation.

Hackney cited the experience of Grill Meats, Inc., Sandusky, Ohio. The company employed a moderate temperature body in its frozen meats delivery operation. Within a year the truck insulation proved inadequate. (Sam Stein, president, Grill Meats, Inc., said the moderate temperature body for low temperature work was purchased against the advice of the Hackney organization. He had on exhibit, see photo, one of the Hackney body-equipped trucks which his firm now uses.)

The low temperature truck body has 6 to 8 in. of insulation compared to 3 in. in the moderately refrigerated unit. More important, the low temperature unit has an engineered vapor barrier which is essential for good insulation. In a moderate temperature body an impervious vapor barrier is not as critical since moisture moves out as water. In the low temperature truck body entrained vapor turns into ice, saturates and robs the insulation of its effectiveness.

Of course, moisture under any condition reduces the pay load the vehicle can carry.

In preparing a low temperature truck body, the Hackney firm follows the following construction steps: 1) builds a dead air space into the body frame; 2) affixes a layer of aluminum foil paper to the frame to reflect the heat out; 3) installs a 1/8-in. tempered Masonite board over the foil paper; 4) covers the board with an asphalt emulsion that acts as an insulator and vapor barrier; 5) places a Kraft paper over the asphalt; 6) covers the Kraft paper with the asphalt emulsion and, finally, applies walls. This procedure represents five more steps than are used on moderate temperature truck bodies. Hackney observed.

The insulating material to be used depends, in part, on the transportation job the body will perform along with the customer's preference. There are many insulating materials suitable for a truck body ranging in cost from 3½ to 320 per board foot.

to 32c per board foot.

Insulation generally used for the floor of the firm's truck bodies is cork which has a high compressive strength. Cork, even when holding 30 per cent moisture, still is an effective insulator, Hackney stated. Fibreglas, because of its low cost and resistance to moisture, is used in side walls. The material selected for side walls should have the proper resins for dimensional stability. He pointed out that inasmuch as there are over 200 types of

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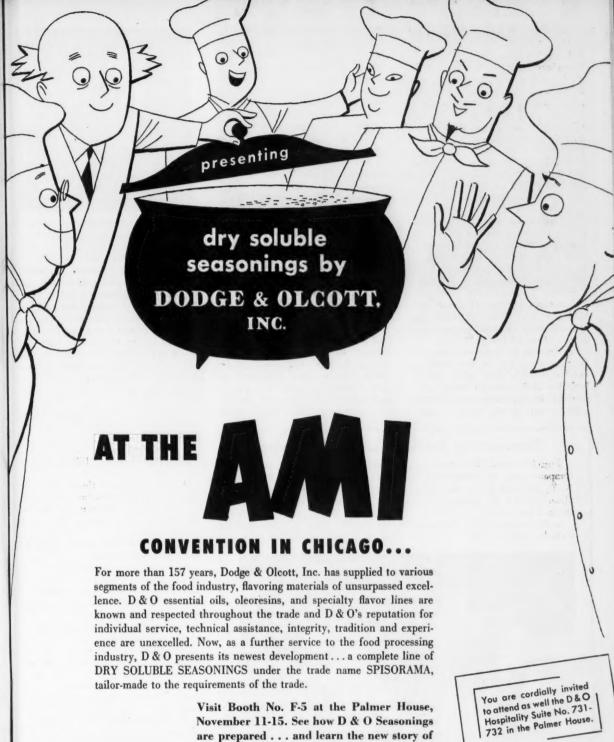
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resins, it is well to consult an expert in their selection.

No matter what the type of insulation chosen, refrigeration loss for the truck can be calculated for a correct insulation level. Two factors, in turn, affect the performance of insulation:

1) the temperature of the product when loaded, and 2) the driver's work habits. Any frozen food should be at least 0° F. when loaded. The driver should be taught the need for quick opening and closing of truck doors. His load should be assembled so he can locate the correct order immediately at each stop.

In the selection of refrigeration equipment for the truck body, the governing factors are customer preference and the transportation job to be performed. The requirements of any selected equipment are calculated according to engineering principles. For normal delivery, Hackney uses hold-over type plates, although mechanical units are used for any runs of more than 12 hours.

In response to questions from the floor, Hackney said his firm makes a two-temperature truck body having both low and moderate temperature sections. A two-temperature control valve is used in this type of body.

The difference in cost between a low and moderate temperature truck body will average between \$1200 to \$1400.

The procedure for installing a truck on a packer's chassis is to have the automobile manufacturer's assembly plant deliver the chassis, purchased through a local dealer, to Hackney at Wilson, N. C. The completed truck with body then is delivered, by bonded driver, to the packer or picked up by the packer's driver. Hackney said this is the most economical way of handling the transaction.

As to truck floor selection, Hackney believes this is a matter of opinion. He prefers cypress wood which he has observed in good condition after 12 to 15 years of service. He is against floor drains as the lost rubber stoppers invariably cause a prohibitive loss in truck refrigeration.

A COLORED movie, filmed at the Grill Meat plant by Gordon Erickson, assistant to the president, showed some of the firm's operations and depicted many practical ideas, such as bottom rounds being tied with a Bunn machine. Erickson, who was the narrator, said the machine would handle



G. A. ERICKSON

"These are actual plant production shots."

up to 500 lbs, of rounds per hour.

The next sequence illustrated old and new way of skinning livers. With the older hand method the butcher could skin about 200 lbs. per hour. Using a Townsend skinning unit, the production was upped to 1,000 to 1,200 lbs. per hour. Erickson observed that the additional loss of liver was negligible. The skinned livers were sliced and then placed in Lilly tubs for freezing.

A new product is a ready-to-bake meat loaf which the firm stuffs out into a six pound unit, blocks, wraps in .0015 aluminum foil, and then freezes. Production rates are 150 six-pound loaves per hour per crew.

A special feature of the film showed the new breading machine, invented by Grill Meats, battering and breading products. In a 40-hour week, the breading line, with a crew of seven women and two Hollymatic forming units, produces and boxes 78,000 portions ready for the freezer.

The use of a Great Lakes imprinter has reduced box variety inventories from 60 to 26 at substantial savings in space and unit cost.

Fabricated product moving into a freezer was placed in units of four on an aluminum sheet on the freezer trays. Frozen, the product was lifted in units of four, cutting the time required to box the product.

To keep the various conveyors operational as they move into a minus 35° F. freezer, the firm installed a thermo-wire on the bottom of the

conveyor.

The final scenes showed the firm's garage and part of its fleet. The savings made possible through bulk buying of gasoline with the firm's recently installed 6,000-gal. storage tank permits Grill Meats to employ a full-time mechanic who maintains the company's fleet of 47 trucks and sales cars, Erickson stated.

Demonstrates Boneless Cut Machine Tying

Russell Stevens, B. F. Bunn Co., Chicago, told the purveyors that his company, with the cooperation of Aaron Buchsbaum Co., New York, N. Y., and Grill Meats, Inc., Sandusky, Ohio, had perfected a tying machine that can tie various meat cuts. He demonstrated the tying of a stripped beef round.

In the course of the demonstration the question arose as to whether a chisled boneless ham could be machine string tied without first hand-



tying the shank into the body cavity. There was considerable difference of opinion.

Edward Klein, Elnor Provision Co., Cleveland, said he had one Bunn machine operator tying the output from five ham butchers. The shank was not pre-tied. It was inserted into the cavity and then machine tied.

Stevens demonstrated an alternate technique of splitting the ham in two, rolling it and then tying it.

The machine is MIB approved and can be cleaned easily.

THE quick freezing process offers the meat purveyor a fly wheel which will stablize production and enable him to take advantage of price fluctuations in the buying and selling market, observed S. K. Skipper, York Corp., York, Pa.

Properly quick-frozen beef roasts and steaks can be held at 0° F. for 12 to 14 months; cubed and small pieces can be held for 12 months; ground beef up to eight months; veal roasts and chops up to 12 months; thin veal cutlets and cubes up to ten months; pork roasts and chops up to 12 months; smoked pork up to seven months, and pork sausage up to four months, he said.

The advent of portion control meats has made these products the most

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S. K. SKIPPER
"Quick freezing can be industry flywheel . . ."

economical cuts for restaurants and hotels. Now, quick freezing of portion control meats opens up a vast potential market for the meat purveyor.

A little less than one-fourth of the total food bill in 1954 was spent on meats eaten outside of the home. The National Restaurant Association states that the meal preparation industry served 70,000,000 meals a day to Americans eating out. More than 50 per cent of the institutional food bill is for meats.

York has pioneered in the development of quick freezing equipment, Skipper said. Whereas various refrigeration units formerly needed a trained attendant at all times, today's units are operated by push button. The type of unit to be selected—liquid bath, contact plate or blast freeze—will be determined by the specific requirements of each plant.

As an example of engineering for a specific condition, Skipper cited the test hanger built at Elgin Field, Florida, where temperatures ranging





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FOR BELOW ZERO STORAGE—Jamison Super Freezer Door on the freezer compartment.



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from minus 90° to plus 180° F. can be produced at will.

The development of the dual-purpose mechanically refrigerated rail car, which can haul either frozen or moderate temperature products, and the use of dry ice in cars has helped greatly the growth of the frozen foods industry. Today there are over 33,100 of these cars. The mechanical cars are being built at a record-breaking pace, he told the group. Currently, York has in test a 0° F. electrical truck refrigeration unit that operates from standard AC current.

Most towns currently have 0° F. storage facilities. The one bottleneck is the lack of freezer space in institutions, only 12 per cent of which have adequate freezer storage. But this is being remedied.

York has a new pay-as-you-go purchase plan for any size equipment that can be amoritized over long periods, Skipper said.

If the specific functional properties of aluminum foil were exploited to the full in a major packaging effort, foil soon would become inexpensive, stated Phillip C. Althen, Aluminum Company of America, New Kensington, Pa.

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The criteria of a meat product's goodness is its condition on arrival to



PHILLIP C. ALTHEN

"Aluminum foil is excellent for packaging fresh frozen meats."

the consumer. Aluminum foil protects the meat product in its journey from purveyors to customers.

Althen cited the specific functional properties of aluminum foil which make it an excellent packaging material for fresh-frozen meats. They are:

1) As a true metal foil of sufficient thickness it does not transmit moisture or fixed gases. It will keep moisture in or out of the package. While foil below .0015 in. thickness has pinholes resulting from the rolling process, these are insignificant, he said. A puncture with a shaft of a small



United's patented BB (block baked) Corkboard installs easier and stays on the job! High strength in relation to light weight permits a sturdy, self supporting structure that is simple to erect. United's corkboard is flexible; the big straight-edged slabs fit accurately and work as easily as lumber. Most important, there is adequate flexibility to conform to minor wall irregularities and absorb stresses. You get a tight fit that stays tight . . . that prevents creation of moisture-carrying channels which can eventually destroy the insulation value of your installation.

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pin in a sheet of .0004 in. foil would be 30 times as large as the combined area of all rolling mill pin holes in 100 sq. in. of this material. Furthermore, the combined pin holes would have a WVT (water-vapor transmission) rate of only 0.2 gm. per 24 hours per 100 sq. in. of foil under standard test conditions, he said.

2) Foil is grease-proof, eliminating

any mess in handling.

3) As a true metal, aluminum foil does not absorb any moisture, grease or gas into itself. It has very good resistance to atmospheric attack and resists corrosion by many materials so that it has a wide range of application as a packaging material.

4) Being moisture-proof, it is shrinkproof as moisture cannot enter the structure of the foil to alter it.

5) It has no odor.

6) It is non-toxic. It is a sterile material and as such is hygenic.

7) It has dead folding properties which permit easy shaping. Bend it and it stays bent.

8) It is strong. Foil is strong in relation to other products, gauge for gauge.

9) It lends itself to lamination with

other materials.

10) It is bright and glitters under light.

11) It is opaque to light and reflects radiant heat. Many products that are sensitive to light must travel in the dark and foil is a good companion for that trip.

12) It conducts heat very rapidly, permitting products wrapped in or separated by it to freeze faster.

Althen said that the complete meal for in-flight feeding being developed by the Air Force has forced the aluminum industry to solve many problems as the containers demanded must not only solve the packaging problems but also must be able to act as cooking utensils.

He cited as packaging success stories involving the use of aluminum foil, the Durkee Worcestershire sauce and Lux face soap wraps. Both found the more expensive package to be economically justified. Swift chose foil over-wraps for its consumer line meat products now being test marketed in Detroit, Boston, and Kansas City.

Foil has come a long way as a food product wrapping material. To-day the food industry consumes about 60 per cent of the foil rolled. By 1956, this figure will be raised to the equivalent of the total of 1954 rolled foil production. To back this production, the aluminum foil division of the Aluminum Association, is going to spend in the coming year more than

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- The Val Decker Packing Co., Piqua, Ohio
- John Engelhorn & Sons, Inc., Newark, N. J.
- · Clougherty Packing Co., Vernon, Calif.
- Tobin Packing Co., Inc., Rochester, N. Y.
- · Canada Packers Limited, Montreal, Canada
- · Little Rock Packing Co., Little Rock, Arkansas
- . John Morrell & Co., Sioux Falls, S. D.
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\$4,000,000 in advertising the merits of aluminum foil as a food packaging material. Althen stated.

In response to a question, he said the association is working on a solution to the problem of foil sticking to meats that are frozen after being placed on the foil.

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T HE meat purveying industry will have to make itself better known to the general public if it hopes to improve its profit position, declared John C. Newell, jr., Folding Paper Box Association, Chicago. A vast majority of the public does not know about



JOHN C. NEWELL, JR.

"Make yourself known for greater profits . . ."

the industry or the services it performs, he said.

In a survey conducted by five field men of his association and 23 correspondents, over 1,400 people were interviewed. Over 87 per cent of the people had no idea from whom hotels and restaurants purchased their meats. Over 66 per cent voluntarily asked where they could purchase the same high quality meats they eat at better restaurants and hotels.

The meat purveying industry has a great job to do in selling itself to the public. Because people do not know about the meat industry and its services, the industry is working on a very slim net profit margin of 0.6c per dollar of sales. The food industry in general makes a net of 8.2c per dollar of sales; tobacco makes 10.2c; the dairy industry, which has a much better public relations program than the meat industry, nets only 2.4c.

In the cigarette field, the Marlboro

In the cigarette field, the Marlboro brand exemplifies what can be done through the team work of good páckaging and merchandising. Before it shifted to its new package, Marlboro sold 250,000,000 cigarettes annually or 1/10 of 1 per cent of the total market. Now its sales are running at

[Continued on page 96]

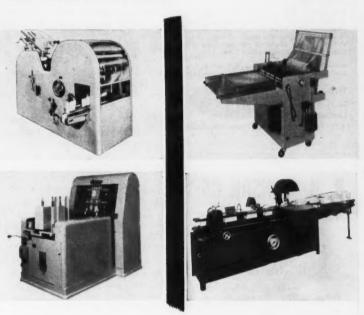
For new packaging ideas see Peters at the AMI Show

There are several new things to see and talk about in the Peters Booth at the AMI Show.

First, there are Peters machines to meet frozen meat packaging needs—the Model UD Cellophane Sheeter and the Model SG Carton and Tray Forming and Gluing Machine.

Second, there's Peters equipment to double or even triple lard and shortening packaging efficiency—the Model SE Carton Forming and Lining Machine and the Model CCY-L Carton Folding and Closing Machine.

Third, there's help on determining the right time to replace present equipment—a new analytical approach that figures the dollar-and-cent costs of replacing or not replacing.

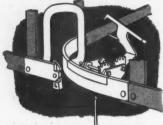


Upper left—Model SE Carton Forming & Lining Machine operates at speeds up to 120 cartons per minute. Upper right—Model UD Cellophane Sheeting & Stacking Machine cuts up to 5280 full width sheets from rolls per hour. Lower left—Model SG Carton & Tray Forming & Gluing Machine operates at speeds up to 175 or more per minute. Lower right—Model CCY-L Carton Folding & Closing Machine folds and closes 120 or more lined cartons per minute.

See us in AMI Booths 112-13-14 . . . Nov. 11-15.



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'Friendliness, Understanding, Knowledge' Get Star Billing in NIMPA Regional Meeting Talks

NIMPA's Southern Division members, well-known for their friendliness, were told how this ingredient can work for them in two major areas during their regional meeting last weekend at the Roosevelt Hotel in New Orleans.

"Let your approach to the customer be friendly; you can't make sales by arguing," emphasized Fred Sharpe of the University of Kansas, sales training consultant, in a demonstration put on with the aid of salesmen from five

packing companies.

A friendly rather than hard-boiled attitude toward employes was among the elements mentioned by the Rev. Theodore V. Purcell of Loyola University, Chicago, as the best way to prevent unionization. Father Purcell's talk on "Can the Employe Be Loyal to Both Company and Union?" dealt primarily with his study of a Swift plant and CIO Local No. 28 at Chicago, and 202 employes.

In his talk on "Effective Meat Salesmanship," heard by some 240 of the record-breaking group of more than 300 attending the regional meeting, Sharpe listed the three basic ingre-

dients in salesmanship:

1. To aim at getting the customer to do what you want him to do.

2. To make sure that the customer trusts you and really understands your product.

3. To realize that the customer must profit by accepting your sugges-

"While the basic concepts of salesmanship have not changed, a new approach is needed," said Sharpe in pointing out that the days of scarcity have passed and the U.S. now is in a new era with plenty to sell and with customers having plenty of money. Today, he stressed, salesmen must have: 1) knowledge of themselves; 2) knowledge of their products. and 3) knowledge of their customers and their needs.

"Other sellers have good products to sell, too, so much will depend on your personal qualities and your understanding of your customers," he continued. "As long as you are green you will grow, but when you are ripe you will begin to rot. The salesman who quits growing, who 'knows it all,' will lose out. The big lesson is: Never stop growing."

Strong points for meat salesmen, Sharpe said, are: not being over or underdressed; using time to maximum advantage; keeping eyes open to learn from others, even from other salesmen; constant studying to know their product, and knowing just how the product will help the customer.

Every salesman has two things to sell, himself and his product, and he may fail to sell even a perfect product if he doesn't sell himself to his cus-

tomer, Sharpe warned.

The panel of packing company salesmen who helped Sharpe bring out those and other points included: Max Suarez and Jesse C. Carlin of A. J. Guillot, Inc., New Orleans; Anthony Battaglia and Riley Kinard of Dixie Packing Co., Inc., Arabi, La.; Bob Lumbley and Camille U. Poirrier, Autin Packing Co., Houma, La.; Frank P. Stewart and W. E. George, Haas-Davis Packing Co., Mobile, Ala.; Charlie Guidry of L. A. Frey & Sons, Lafayette, La., and Harold J. Bernard of L. A. Frev & Sons, New Orleans.

The panel also demonstrated the value of being optimistic, doing favors for customers and helping them with new ideas and of using a little finesse to interest a customer in new a product, such as pointing out that it is doing well in another town, which will

[Continued on page 77]

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Old Style Sausage

Opens the Door for Other Sales by Corn State Meat Packer

EMAND for authentic, old-style German products is being successfully developed by the Hilleman Packing Co. of Marshalltown, Ia., to provide a growing entry into retail outlets which are already fully stocked with high grade meats supplied by much larger packing plants. Not only do Hilleman's old country products go into these stores, but the firm's standard sausage and fresh meats find entry also.

Engaged in passing on his experience to his son, owner C. F. Hilleman comments that "the know-how gained as a younger man in Germany has given him confidence and helped immeasurably in establishing a progressive business in this country . . . Competition helps more than it hinders.'

Prior to opening the present plant in 1939 Hilleman was the owner of a flourishing meat market. The fame of his sausage products had grown to an extent that made it easy to go into full-time processing. The fact that the company has continued to prosper can be seen in recent additions consisting of an entirely new killing floor in 1952, a new rendering room and equipment in 1953, installation of a new 75 hp. boiler and plans for a new office and enlarged shipping facilities.

Almost 10,000 lbs. of specialized products with a particular old country flavor are turned out weekly. Manufacture of Mettwurst, an all-pork ring bologna, is based on a formula dating back well over a hundred years. Another kind of ring bologna is characterized by considerably more than the usual amount of grinding. Berliner style pressed ham is identified by extra large chunks of lean meat. In making Braunschweiger care is taken to assure a uniform pinkish color and pronounced taste. Tongue and roast beef loaves are made in round shapes.

The company produces a Westphalia 21-day cured ham and 12-day

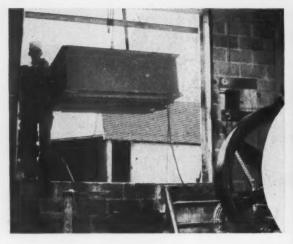
IN THE PICTURES: Above are the exterior of the Marshalltown plant (left) and owner C. F. Hilleman (right) who personally supervises sausage operations. In the photo below, shipping supervisor John Le-Grand inspects hand-linked frankfurts on their "Twistick" reels.

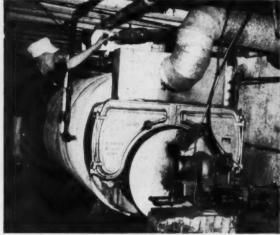
cured bacon. No attempt is made to meet the competition of precooked hams. Emphasis is placed on the keeping quality of the product, flavor of cure and advantage of heavy smoke.

Twistick linker racks, made by the Meat Equipment Specialities Co. Seattle, Wash., are used in the manufacture of skinless frankfurts. Besides insuring wieners of an equal length, hand linking can be done by individual operators at a rate of around 500 lbs. per hour. The four-cornered reels of stainless steel also act as smokesticks and storage racks. Uniform spacing of the product results in even smoking and the firm support permits storage without shrinking or wrinkling.

Personal service is emphasized in a







sales program carried out under the management of Clarence Hilleman, son of the owner. Customers and interested parties are urged to visit the modern coolers and sausage kitchen with its extensive stainless steel equipment.

The sausage department contains two Toledo scales, a Fairbanks scale, an Enterprise grinder, Globe stuffer, Buffalo silent cutter, and Allbright-Nell vacuum mixer. On the killing floor, facilities are efficiently arranged for alternate processing of cattle or hogs. Capacity is ample for a much larger kill than the present weekly average of 200 beef and 175 hogs.

In the inedible department, located 3 ft. below the loading level of outgoing trucks, are an Allbright-Nell allwelded melter, a hydraulic press and pump. An innovation in transportation of meat scrap is in the receiving pan

LEFT: Portable meat scrap pan in rendering department being hosted into position for loading into outside conveyance. Right: 75 hp. packaged boiler requires low head room and a minimum of instellation.

which is portable with a divided hinged bottom for dumping. After the grease has drained from the loaded pan, the container is hoisted by a power winch and conveyed along a high rail to a point outside of the building where it is dumped into a truck. A pin, pulled from inside the plant, drops the load.

The new package-style 75 hp. Kewanee boiler was selected to fit into the low headroom of the only available space. Heating is by natural gas with oil as a stand-by fuel. Stoker equipment was furnished by the Ray Oil Burner Co. Plant refrigeration is by five automatically controlled ammonia compressors consisting of two Baker, two York and one Lippman vertical machine. Water is supplied by the city with sewage discharging into the municipal system.

Oregon Inspection Force Moves Into Portland Area

Oregon's pilot program on compulsory meat inspection now has moved into the Portland area. Twelve plants will be under inspection shortly in Canby, Sandy, Oregon City, Rainer, St. Helens, Gaston, North Plains, Sherwood, Carlton, Cornelius and Gresham.

In addition, several plants in Tilanmook and Clatsop counties will be tied into this series of inspections. Plants not regularly under voluntary inspection will be checked.

All animals entering slaughter plants during the program must undergo inspection. This includes animals which farmers send in for custom slaughter.

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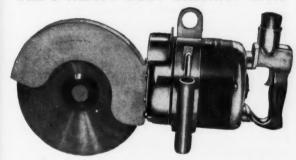
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NIMPA's Southern Division

[Continued from page 70]

make him curious about the product. Like customers, workers are human, it was emphasized in the talk by Father Purcell. They have their serious problems, and they appreciate a sympathic attitude by the foreman and the company. Steady work and fair treatment, he said, are big factors in giving the workers a feeling of allegiance to the company. Also important is the handling of employe grievances.

Lack of good machinery for hearing grievances (the man with a grievance wants to be heard) and discrimination in the treatment of seniority rights, or otherwise, he pointed out, are two factors encouraging unionization in a non-union plant. The best way to prevent unionization, he said, is: fairness toward workers, machinery to adjust grievances, treatment of workers as humans with headaches and heartaches, and a friendly versus a hardboiled attitude.

The Friday opening session of the regional meeting was devoted to a discussion of NIMPA's standard manual of cost accounting which is in the process of publication. Several committees and other groups had earlier meetings on Thursday.

The Thursday activities included a clinic on state associations presided over by Fred Dykhuizen, Dixie Packing Co., New Orleans, which was attended by packers and sausage manufacturers from Florida, Georgia, Virginia, Louisiana, North Carolina and South Carolina. NIMPA provided the meeting place for the clinic but had no official connection with the discussion of state association affairs.

MIB Memo on Grade Marking

The USDA has added a USDA marking in a shield to the list of impressions that may be applied to meat in official establishments under the supervision of an official representative of the Federal Meat Grading Service. The grade marking need not be submitted to the Washington office for approval, according to MIB Memorandum No. 101, revised, but such impressions should be approved by the inspector in charge prior to their use.

Would Require Inspection

The Board of Control of Hamilton, Canada, has instructed the city solicitor to prepare a by-law requiring a federal, provincial or municipal inspection stamp on all meat offered for sale to the public.

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Packer Tells Industry's Boost to Indiana Economy

Indiana meat packing plants will produce nearly 1,000,000,000 lbs. of meat this year, Frank Crabb, general manager of Stark, Wetzel & Co., Inc., Frankfort, Ind., estimated recently in a talk to the Exchange Club at Purdue University, LaFayette.

There are 136 meat packing plants of commercial importance in Indiana, he pointed out. Their production helps account for Indiana's position in the livestock and meat industry, which ranks fourth among the 48 states in the total value of meat animals sold by farmers.

This standing is in spite of Indiana's having but 2 per cent of the nation's total farm land, Crabb said. He noted that 44 per cent of Indiana farm income is derived from the sale of cattle, calves, lambs and hogs.

Despite the large meat tonnage produced by Indiana packing plants, the packing companies "aren't getting rich," Crabb emphasized in describing the industry's low profit margin. Intense competition in the industry was given as a prime reason for the low earnings.

The meat industry is not taking a "defeatist attitude," however, Crabb explained, "We know that meat is a wonderful product which is held in high regard by most consumers. The meat industry is striving diligently to do a better job of giving the customer what she wants. This, together with sound industry advertising and promotional programs, should encourage Mrs. Housewife to spend a few more pennies out of the family budget for meat."

Senate Finance Leaders Divided on Tax Cut Issue

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ONER

An all-out fight against any tax reduction in 1956 is planned by Senator Byrd (D-Va.), chairman of the powerful Senate finance committee.

Instead of cutting taxes, the government should use any surplus next year to reduce the national debt, he told the American Institute of Accountants at a recent meeting in Washington.

"I have made up my mind to fight tax reduction in every way that 1 can," Senator Byrd said.

Another strong member of the committee, Senator George of Georgia, said recently he now favors tax cuts for low and middle-income groups. Last year the two senators led the successful fight against the Housepassed proposal for a \$20 tax cut for everyone.

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at the other levels made possible by the location. 2. Primary refrigeration facilities are under close control for flexibility and maximum economy in off-peak ABOVE: Three views of Kluener plant on its hillside site. Arrangement of the several levels is explained in text on page 81. BELOW: Operating level floor plan; original coolers are to left.

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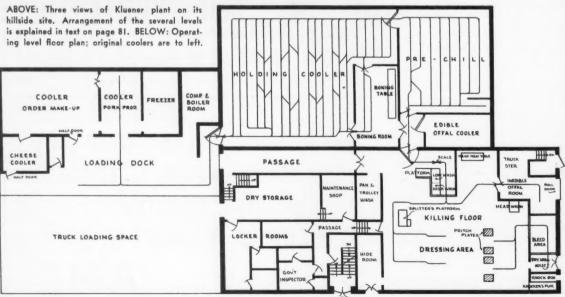
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ULTIPLICATION of plant area at several levels-taking full advantage of a hillside location to meet present and possible future needs-marked the changeover of the Edward J. Kluener firm of Cincinnati, O., from the simple functions of a wholesaler to the more complex operations of a federally inspected beef slaughterer.

In expanding from a nucleus of refrigerated rooms and shipping facilities the Kluener company employed modern construction methods and materials, as well as installing the most up-to-date beef dressing and handling equipment. The firm of Tietig & Lee, Cincinnati, was the architect for the project. Several points about the plant

are noteworthy:

1. The basic level of the plant's original coolers was retained for all operating departments - killing, chilling, boning, product holding and shipping. Only non-operating facilitieslocker rooms, offices, truck and dry storage and refrigeration-were placed



ngfrom Wholesaler to Beef Packer

er of Cincinnati utilizes several levels made possible by plant's location on a hillside

periods. Compressors are located close to the main coolers so that supply runs are short.

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3. Allied products handled by the company, including cheese, margarine, sausage and pork, are received and stored efficiently; when the time for order filling arrives the outward flow of these products blends with that of fresh beef produced in the plant.

4. On-the-grounds storage is provided for company trucks in the enclosed loading dock area; in an outdoor parking space, and in a spacious utility-center garage on the hilltop in the rear of the plant.

5. Hides and other inedible material, which are not processed in the plant, have their separate exits; livestock can be received by truck without interference with other transport.

Perhaps the best idea of plant arrangement can be gained from exterior Photographs 1, 2 and 3.

Photograph 1 shows: At the left, the loading dock with some of the plant's original cooler section immediately to the rear. These coolers are used for the storage of cheese and allied products, order makeup, pork storage and freezer holding. In the center of Photo 1 is the new office block with its locker rooms, inspector's office, dry storage space, etc., on the first floor and general offices above. To the rear of this block are the holding, chill and offal coolers and boning room. To the right of the office block is the new two-bed killing floor and farther right are the livestock holding pens.

The latter area and the killing floor are also shown at the left in Photograph 2 taken from the hill to the rear of the plant. Note the truck parked near the inedible material shipping door. The wall half covered with sloping fill is that of the chill room and additional cooler space can be provided by extending the plant at this point.

Photograph 3 shows the truck storage-utility block on the hilltop at the rear of the plant. The compressor room is located underneath the cooling tower on the roof. The near end section of the garage can be closed off during inclement weather to permit truck servicing and washing.

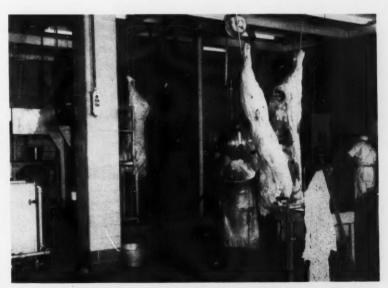


SECTION of new killing floor; bleeding area is behind right background wall.

Several types of construction were used in the new section of the plant. Walls, floor and ceiling of the cooler block are reinforced concrete plus cork insulation and walls have a cement plaster wainscot with asphalt plastic finish above. In the truck area on the next level the walls are cinder block with a ceiling and roof structure

of steel joists, steel deck, 1 in. of insulation and a composition roof.

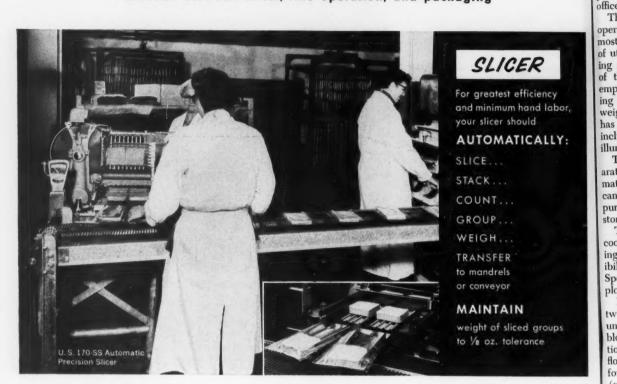
Clazed utility block is employed as an inner wall covering (4 in.) in the killing department and is also used for partitions and column covering. Exterior walls of this section, as well as of the office and livestock pen, are concrete block. Above the killing floor



SPLITTING CATTLE on single rail. Sides are weighed before shrouding.

BALANCED OPERATION* - key to low-cost production of packaged luncheon meats!

*Balance between slicer, line operation, and packaging



Single unit installation of 170-SS at Elkhart Packing Co., Elkhart, Ind. Note Wendway Conveyor to vacuum packaging machine. As production requirements grow, additional machines can be installed with very low per-unit investment, linest Mandrels permit quick insertion of products into bags for vacuum packaging. The U. S. Model 170-SS Automatic Precision Slicer also permits automatic transfer of groups from scales to moving conveyors

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windows, vertically-ribbed steel paneling carries up to the eaves. The roof over the office and killing floor sections is steel deck, plus 2 in. of insulation plus composition roofing. Glazed utility block is used as wall material in many locations, such as locker rooms, passageways, stair wells and some offices.

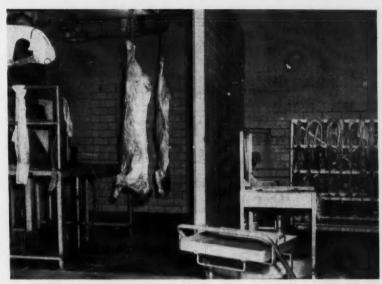
The killing floor layout and the operations there are conventional in most respects. A high screening wall of utility block separates the dry landing and bleeding areas from the rest of the floor. A single rail system is employed for handling cattle following half hoist operations. Sides are weighed before shrouding. The floor has opaque windows on three sides, including the machinery deck, and is illuminated with fluorescent lights.

The inedible offal room has separate facilities for handling and storing material such as hoofs, bones, etc. in cans, and for soft offal. Blood is pumped into an elevated tank for storage until it is picked up.

The rail system in the various coolers, and particularly in the holding cooler, is noteworthy for its flexibility and the ease of carcass transfer. Special Le Fiell switches are employed throughout.

In the compressor room each of the two Worthington 30-h.p. ammonia units is mounted on a concrete bed block which "floats" on spring vibration absorbers above the concrete floor. A large panel board provides for control of the two compressors (which can be alternated in basic service) and the diffusers in the chill, sales and edible offal coolers; it permits weekend cut-out of the chill cooler and maintains the sequence for hot gas defrosting.

The left photograph of two below shows the portion of the truck dock at which orders of cheese, margarine, sausage and pork products are handled. These are moved in lugs on the roller conveyor through the half door



TO RIGHT of wall is effal workup section; to left is washing platform.

shown in the picture from the makeup cooler, which is illustrated in the right photo. A similar half door in the front wall of the allied products cooler is used with roller conveyor in receiving and storing shipments of cheese, margarine, etc. Lengths of roller conveyor can be employed in several different combinations for moving products into and out of the order makeup and storage area.

Killing floor equipment, including cattle and dressing hoists, landing device, dropper, single rail lander, head flushing booth, inspection truck, washing and shrouding platform, paunch, offal and other trucks, trees, tracking, etc., was furnished by the Cincinnati

THROUGH HALF DOOR in the left photograph orders move on the roller conveyor from the makeup cooler. Picture at the right shows interior of order makeup room with conveyor set up to bring cheese, margarine, etc. out of the allied products cooler.

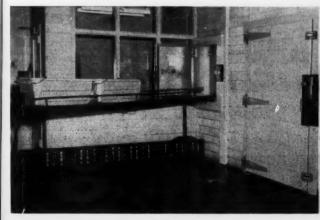
Butchers' Supply Co. of Cincinnati. Cold storage doors were produced by Jamison; Armstrong cork is em-

ployed throughout, and plant scales are by Toledo.

Twenty-two Gebhardt ceiling refrigeration units, made by Advanced Engineering Corporation, are installed in the plant's new coolers.

Officials of the Kluener company believe in trying out new materials and equipment. A new section of shelving and a truck in the plant have been covered with a special protective coating made by Bishopric Products Co., Cincinnati, in lieu of galvanizing. Management reports that the surface of the equipment is holding up well and hopes to obtain many years of maintenance and repair free service as a result of the application.

The Kluener corporation is the outgrowth of a meat peddling enterprise started 35 years ago. President Edward J. Kluener, representing the second generation of the family in the





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BASIC FOOD MATERIALS, INC.

VERMILION, OHIO

meat business, is now backed up by four sons who have joined the firm. Albert J. Kluener is cattle buyer and is active in beef operations; Roy L.



CONTROL CENTER for the plant's refrigeration system in compressor room. Flexibility in control of primary and diffuser units permits operating economy.

is in charge of the office; Paul J. is "all over the plant, with particular emphasis on the beef department," while James A., who recently returned from service overseas, is eagerly learning all phases of the business.

Conference Held on Spread of New Livestock Disease

A large threat to the American livestock industry is posed by a new group of diseases known variously as mucosal disease, viral diarrhea and red nose, industry representatives were informed October 28 at a special conference in Chicago. The diseases are known to exist in one form or another in 24 states.

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The conference was called by Dr. C. D. Van Houweling, director of livestock regulatory programs of the USDA's Agricultural Research Service, to inform the industry on the spread of this group of diseases and the status of research and control programs. Livestock Conservation, Inc., joined as a sponsor of the conference.

Ten State Beef Councils Now Promoting Product

State beef councils in operation now number ten, including the states of Alabama, Arizona, California, Florida, Montana, Nebraska, Nevada, North Dakota, South Dakota and Texas.

Many media are being used to promote the consumption of beef in those states. The 1956 Nebraska auto license plates, for example, will boast the words, "The BEEF State." MICHIGAN AVENUE

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STATE STREET

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IMA

Firm Offers Scholarships To Children of Employes

High school seniors who are the children of Oscar Mayer & Co. employes with three or more years of service will be eligible for four college scholarships of four years each, Oscar G. Mayer, chairman, announced this week in a letter to all employes. The scholarship awards, which will begin in September, 1956, will be financed through the Oscar Mayer Foundation, Inc.

The awards, which will be good at any accredited college or university of the winners choice, will range in amounts from a minimum of \$500 per year to a maximum of \$2,000 per year, depending upon the financial resources of the winner's family. Deadline for application for the current scholarships for the 1956-57 school year is November 12.

The winners of the scholarships will be selected from January and June high school graduating classes by a selection committee composed of three faculty members selected from three of the countries leading universities. There will be no Oscar Mayer & Co. officials or representatives on the selection committee.

The decisions of the selection committee will be based on the applicants' high school grades, extracurricular activities and the results attained on the College Entrance Examination Board's scholastic aptitude test.

Ad Campaign to Open Soon For Western Fed Beef

Western fed beef will hold its head high and begin proclaiming its own merits soon.

The proposed program for advertising western beef as compared with eastern corn-fed beef now has the "go-ahead" with final approval by the California Cattle Feeders Association, which will cooperate with WSMPA and the California Cattlemen's Association.

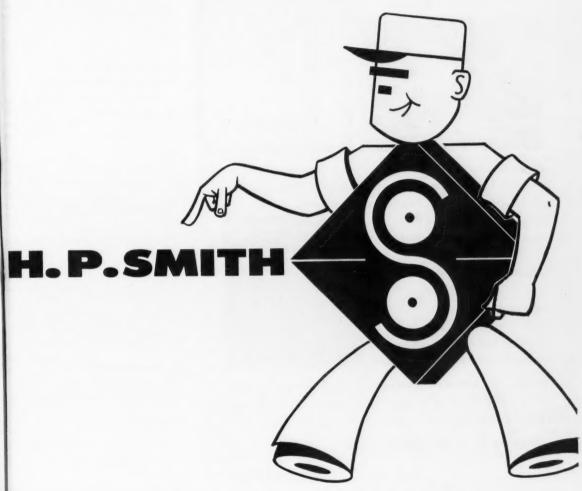
The campaign is expected to get underway within the next 30 days, according to E. F. Forbes, WSMPA president and general manager.

WSMPA Regional Meetings

Regional "Dutch treat" dinner meetings have been scheduled by WSMPA for this month in New Mexico and Arizona. The New Mexico meeting will be held at 7 p.m. Tuesday, November 15, at the Hilton Hotel in Albuquerque. The Arizona meeting is set for 7 p.m. Thursday, November 17, at the Arizona Club in Phoenix.

See HPS Rooms 879 & 880 Palmer House AMI

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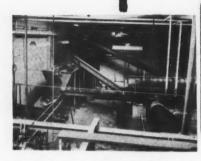
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These pictures of a recent Dupps rendering installation are typical of the improved material handling methods using the Dupps Planned Profit Engineering technique. Actually the

labor cost of two out of three men have been eliminated.
All materials are handled almost exclusively by mechanical means. The cost of such an installation in your plant is moderate. You can probably pay for it in labor savings in less than six months.



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No Tax on Transportation Into Foreign-Trade Zone

Domestic merchandise taken into a "foreign-trade zone" for exportation is deemed exported and movement into such a zone is exempt from the transportation tax on property, the Internal Revenue Service has ruled.

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To establish the exempt character of the payment, there should be submitted to the carrier at the time the transportation charges are paid, Form 1363, Export Exemption Certificate, modified by entering at the bottom thereof the statement, "Shipped into Foreign-Trade Zone for Export," the IRS said.

Wisconsin Senate Kills New Truck Tax Proposal

A bill aimed at collecting more tax revenue from out-of-state trucks was defeated by the Wisconsin Senate recently after having earlier been approved by the Assembly.

The measure would have given out-of-state truckers an option of paying a 1½-mill ton-mile tax for truck mileage in Wisconsin or registering part of their fleet in Wisconsin in proportion to the percentage of their business done in the state.

It would have abolished, effective July 1, 1957, the present truck license reciprocity plan under which Wisconsin recognizes truck licenses of those states which recognize the Wisconsin license and does not collect additional fees. Similarly, the other states do not collect fees from Wisconsin truck operators.

Ike Likes Pork Bacon, Too

Demonstrating his usual readiness to help promote agricultural products in heavy supply, President Eisenhower has included pork bacon in his diet at Fitzsimons Army Hospital in Denver so it can share in the publicity beef bacon has been getting.

"He said he'd be very glad to try some and he emphasized he liked pork bacon," reported Secretary of Agriculture Ezra T. Benson, who asked the President to give pork bacon a boost for awhile. Newspapers have published the President's daily diet since his heart attack.

Bourbon Beef Show Set

The tenth anniversary Bourbon Beef Show will be held November 9-11 at the Bourbon Stockyards, Louisville. James R. Rash, jr., Henderson, Ky., is general manager of the Bourbon Beef Cattle Association. The Meat Trail...

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A suit to force the city of Houston to issue a building permit for a new \$600,000 plant in the city's packing-house area near the University of Houston has been filed in district court by Freedman Bros. Packing Co. and Port City Packing Co.

Freedman applied for a building permit August 15 to build the abattoir on three acres of land the company has contracted to buy from Port City. The City Council tabled the request upon receiving protests against the plans from university officials and others who want the packinghouse area moved to another site.

The suit states that the building plans comply with federal, state and city laws.

Claude A. Bastow Elected Cudahy Packing Controller

The election of CLAUDE A. BASTOW, as controller of The Cudahy Packing Co., Omaha, has been announced by L. F. Long, president.

Bastow began his career with the company in 1923 and has served in the accounting division since that tate. He has gained wide experience and is well known in the meat industry. Bastow is a member of the Controller's Institute of America and the National Association of Cost Accountants. At the time of his election, he was assistant controller and assistant treasurer of the company.

reasurer of the company.

RAYMOND J. HALBACH was appointed assistant controller. He has served Cudahy in the accounting division for the past 28 years.

Hansen Named Manager of Swift Plant at Watertown

RALPH R. HANSEN will become manager of Swift & Company's meat



Hansen joined Swift in 1933 at Chicago and became an assistant to the vice president of meat packing plant opera-

tions in 1945. He began managerial training early this year.



A RECORD \$4.12 per lb. was paid for this grand champion barrow at the American Royal Live Stock Show, Kansas City, by Edward W. Williams (right), president of Williams Meat Co., Kansas City. Total price for the 210-lb. Poland China was \$865.20. Shown also is the handler, Harley Richardson of Oklahoma A.&M. Williams, a spirited bidder at American Royal shows, also bought the grand champion steer, "Eitelmere II," a 1,100-lb. Angus, for \$6.22 a lb.

Walter H. Lloyd Appointed General Manager of LCI

The appointment of Walter H. Lloyd of Chicago, as general man-

ager of Livestock Conservation, Inc., was announced this week by Frank E. Knutzen of Swift and Company, president of the organization. Lloyd, who has been serving Livestock Conservation, Inc., as public relations counsel, was editor



W. LLOYD

of *The Ohio Farmer* for many years before joining the non-profit educational and research organization.

W. H. Coffin, Rath Vice President, Dies at 55

W. H. (Rusty) Coffin, 55, vice president in charge of plant operations at The Rath Packing Co., Waterloo, Ia., died unexpectedly of a heart attack October 29. Prior to his appointment as vice president in January, 1954, he held the positions of assistant general superintendent, plant superintendent and general production manager. A graduate of Iowa State College, Coffin has been employed permanently with Rath since 1926.

Herman Sausage Co. Sold For More Than \$1,000,000

Sale of Herman Sausage Co., Tampa, Fla., effective late last week, for "an amount in excess of \$1,000,000" has been announced by F. Elgin Bayless, former president of the concern. (That T. R. L. Sinclair, former executive vice president of Kingan Inc., Indianapolis, would assume the presidency of Herman Sausage November I was reported in The National Provisioner of October 15.)

New owners of the company, which now will be incorporated, are Sinclair, WILLIAM WATKINS, trucking executive of Thomasville, Ga., and DAVID WARD, Tampa attorney.

Herman Sausage Co. was founded in 1924 by Fred Herman. Herman sold the firm in 1947 to Consolidated Naval Stores Co., which directed its operations until last week's sale.

PLANTS

Vaunclair Purveyors, Ltd., is building a 14,500-sq.-ft. plant and office building in the Toronto suburb of Don Mills. The new plant, scheduled to be completed by January 15, represents an investment of \$175,000 in building and equipment. New products expected from the expansion include frozen prepackaged meats in consumer pack. The firm will increase its employment to a total of some 75 workers.

A total of 10,000,000 lbs. of meat and poultry items was handled by Atlantic Meat Co., Inc., Atlantic City, N. J., in its first year of operation, Thomas B. Reed, president and general manager, has announced. The firm occupies the former Cudahy Packing Co. branch house, which was closed a year ago. The new operation was started by three former Cudahy employes, Reed; Joseph Kreutzer, who serves as vice president, and Vincent Martinez, secretary, with the assistance of Harold E. Williams, office manager. Reed credited the increase in volume to the marketing of frozen packaged items.

To provide freshly dressed lamb for local trade, Armour and Company this week began dressing lambs at its Baltimore plant, W. G. LANCASTER, general manager, announced. "Larger supplies of locally raised lambs and a desire to improve our service in Baltimore were the factors behind this decision," Lancaster said. "The move

Bourbon ember 9s, Louisenderson, he Bour-

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R. HANSEN



If a new and "exclusively-yours' flavor is what you need in your meat products . . . or if you're looking for cost-saving and quality-building ideas, just follow this red carpet to Suite 894-895 at the Palmer House.

There will be a full assembly of Custom Field Men to answer your questions and suggest new products especially suited to your operation. Why not let them prove to you that you can make more money without any major, costly change in your set-up?

Of course, if you just want to relax and refresh yourself in pleasant company, the same red carpet is yours. Please use it—anytime.



gives the Armour sales organization a complete line of locally dressed meats supplemented by supplies from other Armour packing plants." Lamb is sold to the trade in carcass form, wrapped or unwrapped, in wholesale cuts, and frozen in consumer packages. The company previously dressed lambs at Baltimore but discontinued the operation after the war. Plant facilities have been modernized to handle from 500 to 1,000 lambs a week.

Stevens Meat Co., Inc., Gonzales, La., has been granted a charter of incorporation listing capital stock of \$300,000.

JOBS

JEAN F. JANSEN, formerly of Armour and Company, has been appointed sales and

promotion manager for Des Moines Packing Co., Des Moines. For the past two years, Jansen served as Iowa division manager for Armour. He had been in Armour's sales department for 21



J. JANSI

years, the past ten years in Des Moines. Des Moines Packing Co., maker of Bar-Bee meat products, is a subsidiary of Bookey Packing Co., Des Moines.

GORDON S. BODEK has been promoted to general sales manager of

Pfaelzer Brothers, Inc., Chicago, Leonard L. Pfaelzer, vice president in charge of sales and advertising, announced. Bodek, 34, joined the meat purveying firm in 1951 and has served as Chicago regional



G. S. BODEK

sales manager since 1952. He is a member of the firm's executive committee and board of directors. In his new post, he will coordinate the sales activities of Pfaelzer Brothers, which ships its products nationwide, direct and through distributors, to hotels, clubs, restaurants and institutions.

Promotions for five sales officials at the Sioux Falls (S. D.) plant of John Morrell & Co. have been announced by L. E. WINNETT, sales manager. L. N. Nelson, who has been serving as manager of smoked meats and sliced bacon sales, will devote his full

time to the management of frozen foods sales, and P. A. PURDY will assume additional duties as assistant manager of frozen food sales. L. D. MUETZEL, manager of by-products, will succeed Nelson as manager of smoked meats and sliced bacon sales and also will be responsible for domestic lard and shortening sales. C. A. WILFAHRT succeeds Muetzel as manager of the by-products sales and government contracts department. F. A. WISWALL has been named to the newly-created position of manager of the provision department with the responsibility for planning and controlling the allocation of raw materials.

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Yale C. Holland of the law firm of Kennedy, Holland, DeLacy and Svoboda became general counsel for The Cudahy Packing Co., Omaha, effective October 31, following the resignation of F. J. Madden, former general counsel, L. F. Long, Cudahy president, has announced. On the same date, Frederick T. Barrett was named associate general counsel for the company. Barrett, a graduate of the University of Chicago Law School, had been engaged in law practice in Chicago prior to his association with Cudahy's law division in 1947.

LEROY WELLENS was elected president and executive manager of American Mill Service Co., Minneapolis, at a recent meeting of stockholders. HAROLD LEADER was elected vice president. Both men have been with the firm since 1950. All other officers retained their former offices. AMSCO products include meat scraps, tankage, blood meal, fish meal and vegetable proteins.

TRAILMARKS

Among the latest new versions of the popular frankfurter to be introduced is the "Pick-L-iener," an allmeat (pork, beef and veal) wiener with a special chopped sweet pickle mixed in. The idea of a Cleveland retailer, the new product of standard wiener size was developed by Sugardale Provision Co., Canton, Ohio, and will be manufactured and distributed by Sugardale in 1-lb. packages.

Karl Seiler & Sons, Philadelphia, has appointed J. M. Korn, Inc., Philadelphia, as its new advertising agency, effective next April 15 upon the expiration of present contracts.

The Downtown Columbus Kiwanis Club in Columbus, Ohio, was happy to have a president who knew both sides of the picture in planning for the local observance of "Farm-City Week" sponsored by Kiwanis Inter-

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TOP TEAM in the intercollegiate meat judging contest at the American Royal Live Stock Show in Kansas City for the second consecutive year was this group from the University of Tennessee. Shown (l. to r.) are: Lawrence Shore, Galloway; Carroll Douglas, Knoxville; Professor J. W. Cole, the coach, and Fowler Ragland, Gainesboro, all of Tennessee. The win gives them another year's possession of the National Live Stock and Meat Board's challenge trophy, which must be won three times for permanent ownership. In taking top honors, the Tennessee team placed first in pork judging and second in lamb judging. beef grading and lamb grading. Shore was second high man in the entire contest.

national. The downtown unit is headed by GLEN GERMAN, who works with farmers as well as city people all the time as manager of the Columbus plant of Swift & Company. German also grew up on a Texas farm.

Stoppenbach Sausage Co., Jefferon, Wis., has begun marketing whole hog pork sausage."

Formost Kosher Smoked Meats, Philadelphia, will be among the participating firms staging the annual kosher cooking school and fashion show sponsored by the Jewish Times November 6 at the YM-YWHA auditorium in Philadelphia.

A Cincinnati meat packer and a supplier have been elected as officers of United Cerebral Palsy of Cincinnati, Inc. Louis E. Kahn, executive vice president of The E. Kahn's Sons Co., was named vice chairman of the board of the philanthropic organization, and C. OSCAR SCHMIDT, JR., president of The Cincinnati Butchers' Supply Co., was elected president.

WESLEY HARDENBERGH, president of the American Meat Institute, spoke on frozen meats and vacuum packaging during the 22nd annual meeting of the National Association of Food Chains this week in Chicago.

Teeters Packing Co., Columbus, Ohio, won the "Plaque Award" for outstanding citizenship during that city's United Appeal campaign.

Oswald and Hess, Inc., Pittsburgh,

bought the grand and reserve champion steers and lambs from the Pittsburgh Junior Livestock Show for the Verscharen Food Centers of that city. The grand and reserve champion steers brought 65c and 50c a pound, respectively, and the lambs, 55c and 40c.

E. A. DERBA, a broker on the Boston market for 25 years, will move in January to new and larger quarters at the Newmarket Terminal in Boston. His present office is at 84 State st.

ISADORE HEIMAN, a partner in Star Provision Co. and president of United

Butchers Abattoir, Inc., Atlanta, Ga., has been selected as national grand consul of his college social frater-nity, Tau Epsilon Phi, its highest post. A leader in that fraternity for 36 years, Heiman also is prominent in civic, religious



I. HEIMAN

and philanthropic affairs in Atlanta. A veteran of World War I and one of the founders of the Jewish War Veterans Post 112 in Atlanta, he recently received that group's distinguished service award. He is a member of the board of the Jewish Welfare Fund, a trustee of Ahavath Achim Congregation, a director and trustee of the Atlanta Masonic Temple Co. and is active in the Red Cross and the American Legion.

DEATHS

A. E. Danielson, 75, a 36-year veteran of Armour and Company, died October 27 in Tifton, Ga. Employed first at Kansas City, he was named general manager of the Tifton plant in 1940 where he remained until retirement in 1945. A son, Harold H., is assistant general superintendent of Armour's Chicago plant.

ALEX H. JOINER, SR., 57, southeastern district sales manager for Swift & Company, died October 24 in Atlanta, Ga. A 38-year veteran of Swift, he had been district sales manager for the past 11 years. Previously he had been associated with the firm's branches in Montezuma, Ala.; New Orleans, Chicago and Fort Worth.

WILLIAM F. WILHELMY, 53, coowner of Ozark Meat Co., Bourbon, Mo., died recently of a heart attack.

CHARLES H. DUSTIN, 77, of Springfield, Mass., a former traffic manager of The Cudahy Packing Co., died recently. He retired in 1938.

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Purveyors' Convention

[Continued from page 69]

12,500,000,000 or three per cent of the market.

He cited the experience of a large southern food chain which packaged its hamburger in an attractive container, upped the price from 39 to 69c and increased its hamburger sales by 41 per cent. He mentioned Pfaelzer Brothers, Inc., Chicago, as an aggressive meat purveyor that has built national mail order sales based on quality and sound promotion of products.

The beer industry, through product promotion, has made its product the drink of moderation, Newell pointed out.

Package advertising and product promotion are the tools the meat purveyors will have to use to gain greater markets and improve the profit picture, he concluded.

I N explaining functions of the U. S. Grading Service, Fred J. Beard, jr., chief, standardization and grading branch, USDA, once again repeated his principal thesis, ie., "grading standards are but the expression of the combined thinking of the meat industries." The term, "grade," is only a technique for expressing the degree of excellence in the meat product. However, the very nature of meat makes it difficult to translate grade values into qualitative and quantitative terms.

To be practical, standards must be reasonably specific and capable of uniform interpretation with a minimum of independent human judgment. They also must be sufficiently broad to conform to general trade acceptance but, at the same time, minutely specific with respect to describing the lower limits permissible within a grade.

Grades are ever changing. In 1950, the beef grades were revised and currently they and lamb grades are again under consideration for revision. Changes involve either a clarification of existing grade descriptions or modi-



FRED J. BEARD, JR.

"Meat grades are the expression of industry values . . ."

fication of the number or limits of the grade, changing it scope.

Some of the main factors influencing the change in grades are eating habits, animal production techniques and merchandising practices of the meat industry.

The grading service solicits active participation of all meat industry segments and other interested parties to help standardize grades.

Beard pointed out that in the present beef standards, the industry committee not only helped write the specifications, but in actual cooler demonstrations agreed on the meaning of the words in specifications when interpreted with regard to specific carcasses.

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Admittedly, there is room for error in interpreting grade standards. However, the grading service does all it can to minimize this potential. 1) The GS constantly is counseling with researchers to place grading on a more scientific basis.)2 In its screening of personnel for the service, it hires only applicants from the wholesale industry who have demonstrated their ability to understand the principles of meat grading. These men are placed on probation for a period of one year during which their ability to grade in conformity with federal grade standards is critically evaluated. Only those who demonstrate proficiency are accepted.

After graders are hired, they are under a constant supervisory training and review program. The work of each grader is coded. If he makes mistakes, remedial measures can be taken promptly. Furthermore, with all the interested parties constantly reviewing and criticizing the work of the graders there is not much chance of error, Beard stated.

The Acceptance Service is a service performed for meat buyers who wish to purchase meat and meat products possessing definite characteristics but who do not find it feasible personally to select the meat and supervise its fabrication and preparation for delivery. While this service is performed largely for governmental bodies, it also is available to chain stores, restaurants, etc.

All recipients of the Acceptance Service must operate under the federal meat inspection system or some other system meeting sanitation and inspection standards as prescribed in the rules and regulations governing federal meat grading. These services—grading and acceptance—are on a voluntary basis and the recipient pays a fee to cover the cost.

Beard said the grading service is national in scope, being performed at approximately 1700 establishments from 18 main grading stations.

Beard told the purveyors that the GS wants each packer to have a copy of the grading service specifications so there would be a mutual understanding between packer and grader. All a packer has to do is ask the grader for a copy of the specifications and it will be provided.

There are two regulations, SRA 98 which spells out the conditions under which grading will be performed, and SRA 99 which spells out the grade standards, Beard said.

Revision in beef grading standards



DAILY LUNCHEONS provided opportunity for round table discussions on the many timely topics presented at morning and afternoon sessions.

under consideration concerns division of Commercial cattle into young and old animals. These have not been printed. Beard strongly urged the group to make its thinking known when the tentative standards are promulgated and not to wait until they are reproduced in the Federal Register. Modifications become difficult and cumbersome when work on the standards has progressed to this point.

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OW are salesmen paid? This was a key question at the bull session moderated by Clarence J. Becker, Becker Meat & Provision Co., Milwaukee. There are as many methods of payment as there are corporate officials, judging from the discussion.

A New York member said his salesmen are paid a commission based on the type territory they covered. Added to this is a profit sharing plan whereby a sizable portion of the gross before taxes is set aside for distribution to all employes. The New Yorker asserted this policy helps to eliminate the price shading tendencies.

On the other hand, a Philadelphia member said his salesmen are paid a straight salary. The firm does not wish to contend with the problems of computing commissions, bonuses, etc. Each man gets a weekly profit and loss on his operations. All expense items associated with the sale, including delivery, packaging and advertis-

Credit Warning

While management should be willing to gamble on continued prosperity, it should not extend its borrowing, credit or accounts receivable to the limit, cautioned Grover A. J. Noetzel, dean, school of business administration, University of Miami. He told the purveyors that while there are signs of continued prosperity, there also are warnings in the wind, such as the recent stock market tumble, political uncertainty and appreciable tighting of the money market.

Factors contributing to continuation of current business level are: 1) the ability of the automobile industry to maintain record breaking sales, and 2) the ability of technology to absorb the increased wage demands of labor. So, while business enthusiasm is essential for success, it should not place management out on the credit limb, he emphasized.

ing are charged against his sales. The salary paid is adequate and those who cannot show a black figure for their operation are released.

A Western member told that management instituted a salesman's bonus plan. This is not part of the salary plan as management does not wish it to become a factor of negotiation.

Another Western member pays a straight salary, allows no expenses, pays insurance on the salesmen's private cars and allows 2 per cent commission above a quota set by territory.

A Midwest member said he asked his salesmen what they thought they earned. The replies ranged from \$80 to \$105 per week. The actual salaries ranged from \$88 to \$134.55. Salesmen frequently consider their takehome pay as their earnings, forgetting the income tax deduction, old age benefits, etc., which lower the compensation appreciably.

Another member said salesmen are paid a sliding scale commission based on tonnage, collections, sales increases, moving special items, etc., which vary from 1/3 to 4c. Salesmen under this plan earn from \$85 to \$200 per week.

A St. Louis member said his firm pays salaries of a flat \$85 plus \$15 car allowance.

A Northwest member said salesmen are paid a straight salary of \$100 and are furnished with a car with the stipulation that gas for personal use is not chargeable to the company.

Discussing deliveries, it was noted that same day delivery service is beginning to creep into general use. By educating the consumer to the cost of these special services, which he eventually must pay, much can be done to curb this abuse.

Harry Rudnick told the group that in meat purchased f.o.b. point of origin, the buyer would have to stand shrinkage as it is considered a custom of the industry for shrinkage to occur in transit. What each member does about checking incoming loads for weight varied.

Laundry service, as another topic, had pro and con advocates. One Western member said a sampling of laundry prices showed that charges ranged from 30 to 60c per frock. When this was called to the attention of the laundries, prices were brought into line. These prices were lower than the plant could duplicate in its own laundry department.

Editor's Note: A talk by Clarence K. Weisman, manager, development research division, Armour and Company, Chicago, on "Modern Packaging in the Hotel Supply House Industry," will appear in an early issue of The NATIONAL PROVISIONER.





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NOVEMBER 5, 1955





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in

ALL MEAT... output, exports, imports, stocks

Meat Production at New High Level

Beef production accounted for the new high level of total meat output as the volume for last week rose to 455,000,000 lbs. from 450,000,000 lbs. the week before. The week's production was 16 per cent larger than the 393,000,000 lbs. turned out in the same period of last year. It was also the third straight weekly increase in meat output. Cattle slaughter at 409,000 head was 3 per cent larger than the week before and 7 per cent above a year earlier. Hog slaughter, on the other hand, declined slightly to 1,531,000 head from 1,539,000 the week before, but was 23 per cent larger than the 1,240,000 butchered in the same 1954 period.

										PORK			
						BEEF				excl. lar			
Week	en	ded		N	lumber M's	Produc Mil. II			Numbe M's		duction	•	
Oct	29	1955									200.7		
Oct	22	1955			397	219. 213.	2		1 539		202.2		
Oct	30	1954			381	192.	4						
JUI.	30,	1734			. 301	174			LAMB A			9	TOTAL
						VEAL			MUTTO				MEAT
Mank		dad						Numb					PROD.
N CCK	C. 61	aea			M's	Mil. I	he	Mi	ser i				il. ibs.
Oct	29	1955			185	22	2	287	,	12.6		-	455
Oct.	22	1955	A PRI II A 11884		191	22	1	288					450
						22.				13.4			393
								1,859,215;				and	
36	69,56	1.											
1950-5	55 L 37,67	OW	WEEK'	S KILL:	Cattle,	154,814;	Hogs,	641,000;	Caives,	55,241;	Sheep	and	Lambs
	,			AV	ERAGE	WEIGH	ITS A	ND YIELD	LBS.)			
						ATTLE	-			HO	GS		
					Live	Dre:	ssed			ive	Dress	ed	
Oct.	29.	1955			980	53	7 10			229	131		
Oct.	22.	1955			980	53	7 5			229	131		
Oct.	30.	1954	10000 1111		951	- 51	4 12			234	132		
							144	SHEEP	AND		LA	RD P	ROD.
					C	ALVES	- 12	LAM	IBS		Per		MII.
					Live	Dre	ssed	Live	Dresse	d	cwt.		lbs.
Oct.	29.	1955			220	12		92	43		13.8		47.5
		LOFE			200	1.7	2 1:5	-	43		13.8		48.5
Oct.	22.	1730	*******		220	12		92 92	43				40.3

AMI PROVISION STOCKS

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Total pork stocks on October 29, 1955, at 127,900,000 lbs. were 8 per cent larger than 118,400,000 lbs. on October 15, but were 12 per cent smaller than the 146,000,000 lbs. reported on October 30, 1954, according to the American Meat Institute.

Lard and rendered pork fat holdings on October 29 totaled 39,300,-000 lbs. compared with 37,800,000 lbs. two weeks before and 33,400,000 lbs. on the comparable date in 1954.

Percent	tocks as tage of ries on
Oct. 15	Oct. 3
1955	1954
HAMS:	102
Cured, S.PD.C	58
Total hams	85
PICNICS:	
Cured, S.PD.C104	94
Frozen for cure, S.PD.C 73	63
Total picnics 93	83
BELLIES:	
Cured, D. S108	79
Frozen for cure, D. S 25	10
Cured, S.PD.C102	103
Frozen for cure, S.PD.C140	87
OTHER CURED MEATS:	
Cured & in cure	91
Frozen for cure 93	83
Total other 99	89
FAT BACKS:	
Cured, D.S106	79
FRESH FROZEN:	
Loins, spareribs, neckbones,	
trimmings, other-Totals114	100
TOT, ALL PORK MEATS 108	88
LARD104	118
RENDERED PORK FAT 109	100

CHICAGO PROVISION STOCKS

Lard inventories in Chicago on October 31 amounted to 4,981,534 lbs., according to the Chicago Board of Trade. This was a decrease compared with the 11,129,938 lbs. of lard reported in storage on September 30 and the 6,122,766 lbs. in storage a year earlier. Total D.S. clear belly stocks were 725,205, 444,392 and 1,748,144 lbs., while total pork stocks were 12,117,498, 8,762,544 and 20,-154,874 lbs. for the three dates, re-

spectively.			
	Oct. 31	Sept. 30	Oct. 31
	55 lbs.	'55 lbs.	'54 lbs.
All Brld, Pork.	840	871	1,104
P.S. Lard (a)	1,753,505		3,339,136
P.S. Lard (b)	805,487	6,173,432	199,653
Dry rendered			
lard (a)	40,206		793,237
Dry rendered			
lard (b)	747,516	2,709,110	208,268
Other lard	1,634,820	2,217,396	1,582,472
TOTAL LARD.	4,981,534	11,129,938	6,122,766
D.S. Cl. Bellies			
(contr.)			
D.S. Cl. Bellies			
(other)	725,205	444,392	1,748,144
TOTAL D.S. CL.			
BELLIES	725,205	444,392	1,748,144
D.S. Fat Backs	661,556	509,339	1,154,122
S.P. Reg. Hams	443,744	369,744	356,154
S.P. Skinned			
Hams	4,754,056	2,745,666	7,452,276
S.P. Bellies	2,778,494	1,733,968	4,359,884
S.P. Picnics,			
Bost.			
Shoulders	884,920	480,012	1,651,268
Other Meat Cuts	1,869,523	2,479,433	3,433,026
TOTAL ALL			
MEATS	12,117,498	8,762,554	20,154,874
(a) Made eine		1000	

(a) Made since Oct. 1, 1955. (b) Made previous to Oct. 1, 1955. The above figures cover all meats in stor-te including holdings owned by the govern-

MEAT EXPORTS-IMPORTS

Export business in lard increased in August to 35,671,514 lbs., from 29,-885,637 lbs. in July and 29,046,583 lbs. in August 1954. Exports of edible tallow fell sharply to 645,322 lbs. from 832,218 lbs. in July and were only about one-fourth of the 2,460,664 lbs. shipped in August 1954, Movement abroad of 108,269,903 lbs. of inedible tallow in August showed an increase from the 97,580,089 lbs. in July and 94,176,742 lbs. in August of last year. On the import side, inshipments of only canned beef were above July and August last year. Imports of canned and cooked hams and shoulders were down from July, but larger than last year. The USDA reports August exports and imports of meat industry products as follows:

Aug., 55 Aug., 54

	Pounds	Pounds
EXPORTS (domestic)-	a ounds	1 ounus
Beef and veal-		
Fresh or frozen	361,858	255,279
Pickled or cured	1,685,870	1,135,400
Pork		
Fresh or frozen Hams & shoulders, cured	557,693	228,416
or cooked	1.023,799	931,741
Bacon	286,890	126,134
Other pork, pickled, salt- ed or otherwise cured.		,
(includes sausage in- gredients)	4 440 808	
Sausage, bologna & frankfurters, (except	1,413,585	2,077,771
canned)	153,941	151,757
Other meats, except canned	5,488,254	
Canned meats-		
Beef and veal Sausage, bologna &	673,087	258,856
frankfurters	626,904	728,436
Hams and shoulders	70,494	65,416
Other pork, canned Other meats & meat	289,871	349,146
products, canned1	236,995	442,357
Lamb and mutton (except canned)	36,320	88,768
Lard, (includes rendered		
pork fat)		
Tallow, edible	645,322	2,460,664
Tallow, inedible	108,269,903	94,176,742
n.e.c. (includes lard		
oil)	121,535	380,646
Inedible animal greases		
& fats (incl. grease	14 740 400	40 040 044
stearin)	14,910,487	16,040,215
IMPORTS-		
Beef, fresh or frozen		1,119,706
Veal, fresh or frozen Beef and veal, pickled or	11,229	
cured	242,369	1,510,864
corned beef)	12,025,760	8,095,014
Pork, fresh or chilled or frozen	3,517,774	5,543,635
Hams, shoulders, bacon		
& other pork ²	635,661	635,549
Other pork prepared or	8,534,350	7,155,408
Other pork, prepared or preserved ³	1,062,121	902,048
Meat, canned, prep. or pres. n.e.s.	330,095	535,371
Lamb, mutton and goat meat		
Tallow, edible	140,100	01,011
Tallow, inedible		

¹Includes many items which consist of varying amounts of meat,

²Not cooked, boned or canned or made into

Includes fresh pork sausage. Compiled from official records, Bureau of the ensus.

NER

PROCESSED MEATS . . . SUPPLIES

USDA Cites Factors Which Affect U. S. World Meat Sales

United States exports of lard, tallows and greases, cattle hides, calfskins, and edible offal products continue at relatively high levels and are expected to continue large. Prospects, however, are not very favorable for the export of this year's increased production of lard and most other meat products, according to a recent Foreign Agricultural Service study.

There are a number of factors which prevent larger exports of lard. A number of Central and South American countries limit imports by high tariffs and taxes, import quotas and exchange controls largely to save dollars for use in ways which are more essential to the economy of these countries. Nations maintaining controls of this type include Panama, Dominican Republic, Mexico, Colombia and Brazil, Lard imports by Mexico are handled exclusively by CEIMSA, a semi-governmental agency in charge of regulating supplies of basic foodstuffs. During 1954, more than half of U. S. lard was shipped to 12 Central and South American countries.

Increased hog production in Western Europe is limiting lard and imports. This area has traditionally been the largest market for U. S. lard. Decisions to use dollars for other purposes have limited imports into the United Kingdom, West Germany and Norway. The import duty in France is high and that country controls imports from the dollar area. During 1954, exports of lard to seven Europers.

pean countries accounted for 45 per cent of the total exports from the U.S.

Japan's imports are limited by exchange controls. A trade agreement with Argentina results in Chile obtaining most of its requirements from Argentina rather than from other sources.

Restrictions are imposed on imports of certain items of pork from the U. S. ostensibly because of the occurrence of Vesicular Exanthema and Hog Cholera. Canada, Venezuela, Colombia, Great Britain, among others restrict pork products because of V. E. here. These and other countries ban imports of certain U. S. pork items because of hog cholera in some droves here.

As a rule beef prices here are too high for U. S. production to compete effectively in world markets. Exports in 1953 and 1954 were somewhat larger than in 1952 due to larger shipments to Greece, Western Germany, Italy and a few other countries financed by aid programs. Some beef is being shipped to Greece this year under similar programs. The Philippine Republic has increased its imports of canned beef from the United States. Other principle export outlets for U. S. beef products are the Caribbean Islands and some of the Central American Republics.

United States exports of offals to Western Europe increased during 1953 and 1954. Edible offal products have a high consumer acceptability in that area. Prices of these products in the U. S. have reached levels which are more competitive in world

markets than those prevailing any time since the end of World War II.

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Despite the increase in U.S. exports, veterinary and inspection re-quirements (in addition to those for V. E. and Cholera) and exchange controls limit imports by certain countries and determine the form in which they may enter the country. Switzerland does not allow imports of fresh liver, kidneys or brains, separated from the carcass. Livers separated from the carcass may be imported only in canned form. Only cooked tripe may be imported. A policy of requiring all frozen pork livers and kidneys imported by West Germany to be thawed for inspection purposes is causing added costs to importers and a deterioration in the quality of the products.
Sweden and the United Kingdom

Sweden and the United Kingdom would import more offal products from the United States if their currency controls were relaxed.

Pork Featured On Plentiful Foods List For November

Midwest food dealers may promise their customers a whole month of Thanksgiving-style eating if they merchandise the items on the November list of Plentiful Foods issued by the U. S. Department of Agriculture.

Pork is the featured item on the list, because this month probably will see a peak in marketings of last spring's larger crop of pigs, which was about 10 per cent above last year. Other plentiful meats will include beef, both grain-fed and grassfed economy beef; and poultry.

DOMESTIC SAUSAGE

(l.c.l. prices)	
Pork sausage, hog cas	44
Pork sausage, bulk26	@321/2
Pork sausage, sheep cas.,	
1-lb. pkge	@48
Pork sausage, sheep cas.,	
5/6-lb, pkge45	
Frankfurters, sheep cas. 483	
Frankfurters, skinless 39	
Bologna (ring)39	@42
Bologna, artificial cas331	4@35
Smoked liver, hog bungs .431	4@441/9
Smoked liver, art. cas331	2@361/2
New Eng. lunch., spec. 59	@60
Polish sausage, smoked50	@57
Tongue and blood421	
Olive loaf441	
Pepper loaf513	6 (C) OU .
Pickle & Pimiento loaf 40!	6043

SEEDS AND HERBS

(1.c.l. prices)

(A.C.A.	WICCE	,
w	hole	Ground for sausage
Caraway seed	25	30
Cominos seed		27
Mustard seed,		
fancy	28	
Yellow American.	18	
Oregano	34	
Coriander, Morocco		
Natural, No. 1.	24	28
Marjoram, French		52
Sage, Dalmatian,		
No. 1	58	88

DRY SAUSAGE

		(1	œ.	1			p	r	10	:6	28	()				
Cervelat,	c	h.	h	16	Ę	7	1	b	u	n	g	8				89@92
Thuringer																47@50
Farmer .						,	۰						٠			72@75
Holsteiner																
B. C. Sal																
Genoa sty																
Pepperoni																
Cooked St																
Sicilian .				۰	۰	۰	۰			۰			٠			84@88

SPICES

(Basis Chgo., orig. bbls., bags, bales)

Whole Ground llspice, prime1.03 1.12

1.12
1.18
47
41
65
70
3.02
None qtd.
2.90
37
33
80
51
54
53
63
54

SAUSAGE CASINGS

SAUSAGE CASING	65	
(l.c.l. prices quoted to facturers of sausage		
Beef casings:	2.)	
Domestic rounds, 1% to		
114 inch	000	20
1½ inch Domestic rounds, over	ana	00
1 1/2 inch, 140 pack	75@	90
Export rounds, wide,		
over 1½ in1. Export rounds, med,	25@1	.50
Export rounds, med,		
1%@1½ in Export rounds, narrow,	85@1	.15
Export rounds, narrow,		
No. 1 weas., 24 in. up.	12@	16
No. 2 weas., 22 in. up.	9@	13
No. 1 weas., 24 in. up. No. 2 weas., 22 in. up. No. 2 weasands	8@	10
Middles, sew. 1% 602%		
inch	.25@1	.50
Middles, select, wide,	**	
2@21/2 inch1	.75@2	.10
Middles, extra select,	0100	
21/4 @21/2 inch1		
Beef bungs, exp. No. 1.		
Beef bungs, domestic Dried or salt, bladders	200	20
piece:		
8-10 in. wide, flat	00	18
10.19 in wide, flat	900	19
10-12 in, wide, flat 12-15 in, wide, flat	140	70
Pork casings:	TAGE	ded
Extra narrow, 20 mm.		
& dn4	000	0.00
Narrow modium	.oong	1.00
Narrow, medium, 29@32 mm	700	1 15
32@35 mm 9	3060	80
	INDUSEE 4	u. 00

Spec. med., 35@38 mm,1.50@1.85

		_
Sow bungs	54@	58
Export bungs, 34 in. cut	45@	35
Lge. pr. bungs, 34 in	270	36
Med. prime bungs, 34	-	
in. cut	20@	26
Small prime bungs	140	22
Hog middles, 1 per set,	-	
cap. off	55@	70
Sheep casings (per hank)	:	
26/28 mm5	.15@3	5.75
24/26 mm	5.50@	5.85
22/24 mm4	1.75@	5.15
20/22 mm	3.75@4	4.25
18/20 mm	2.75@	2.95
16/18 mm	.75@	2.25
CURING MATERIA	AL2	
	C	wt.

Nitrite of soda, in 400-lb.	
bbls., del. or f.o.b. Chgo	\$10.31
Pure rfd., gran, nitrate of	
soda	5.65
Pure rfd, powdered nitrate	
of soda	8.65
Salt, in min. car. of 45,000	
f.o.b. Chgo. gran., ton	28.00
Rock, per ton in 100-lb.	
lbs., only paper sacked	
bags, f.o.b. whse., Chgo.	26.00
Sugar-	
Raw, 96 basis, f.o.b. N.Y	6.05
Refined standard cane	
gran., basis (Chgo.)	8.50
Packers, curing sugar, 100-lb.	
bags, f.o.b. Reserve, La.,	
less 2%	8.35
Dextrose, per cwt.	
Cerelose, Reg. No. 53	
Ex-W'h'se., Chicago	7.65

BEEF-VEAL-LAMB ... Chicago and outside

CHICAGO

Nov. 1, 1955

WHOLESALE FRESH MEATS CARCASS BEEF

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grass-

54@ 58 45@ 55 27@ 36

55@ 70

.15@5.75 .50@5.85 .75@5.15 .75@4.25 .75@2.95 .75@2.25

Cwt. 6...\$10,31 ... 5,65

e ... 8.65 000 28.00 1b. ced go. 26.00

Y. 6.05 . 8.50 lb. a., 8.35 . 7.55 . 7.65

ONER

ALS

(1.e.l.	p	ri	ic	e	8)	
Native steer:							
Prime, 600/800							36
Choice, 500/700							86
Choice, 700/800							
Good, 500/700					*		33
Commercial cov	V8					٠	 23
Bull							
Canner & cutte	T	-	20	37	W	3	20

PRIMAL BEEF CUTS

Foreqtrs, 5/800 Rounds, all wts. Trd. loins, 50/70 (lcl)73 @ Sq. chucks, 76/90 Arm chucks, 80/110 Briskets Ribs, No. 1 50 @ Navels, No. 1 12 @ Flanks, rough No. 1 14 @ Choice: Hindqtrs., 5/800 42 @ Foreqtrs., 5/800 42 @ Foreqtrs., 5/800 161 61 @ Sq. chucks, 70/90 311/6 Arm chucks, 80/110 291/2 Briskets (lcl) Ribs, 25/35 (lcl) 48 @ Navels, No. 1 12 @	48
Rounds, all wts. Trd. loins, 50/70 (lel) 73 68q. chucks, 70/90 Arm chucks, 80/110. Briskets Ribs, No. 1	
Trd. loins, 50/70 (lcl)73 @ Sq. chucks, 70/90 Arm chucks, 89/110 Briskets Ribs, No. 1 50 @ Navels, No. 1 12 @ G Flanks, rough No. 1 14 @ G Flanks, rough No. 1 14 @ Frequency, 5/800 42 @ Foreqtrs, 5/800 42 @ Fo	30n
Sq. chucks, 70/90 Arm chucks, 80/110 Briskets Ribs, No. 1	43
Arm chucks, 80/110. Briskets Ribs, No. 1 50 6 Navels, No. 1 12 6 Flanks, rough No. 1 14 6 Choice: Hindqtrs., 5/800 42 6 Foreqtrs., 5/800 42 6 Foreqtrs., 5/800 161 61 6 Sq. chucks, 70/90 311/6 Arm chucks, 80/110 291/2 Briskets (icl) Ribs, 25/35 (icl) 48 6 Navels, No. 1 12 6	75
Briskets Ribs, No. 1 50 @ Navels, No. 1 12 @ Navels, No. 1 12 @ Flanks, rough No. 1 14 @ Ohoice: Hindqtrs., 5/800 42 @ Foreqitrs., 5/800 41 @ Rounds 18, 50 /6/1 (icl) 61 @ Sq. chucks, 70/90 314, @ Arm chucks, 80/110 294, @ Briskets (icl) Ribs, 25/35 (icl) 46 @ Navels, No. 1 12 @	32
Ribs, No. 1 50 60 Navels, No. 1 12 6 Flanks, rough No. 1 14 60 Choice: Hindqtrs., 5/800 42 Foreqtrs., 5/800 42 Foreqtrs., 5/800 (icl) 61 6 Td. loins, 50/60 (icl) 61 6 Sq. chucks, 70/90 31 1/6 Arm chucks, 80/110 29 1/2 Briskets (icl) Ribs, 25/35 (icl) 46 6 Navels, No. 1 12 6	30
Navels, No. 1 12 66 Flanks, rough No. 1 14 66 Choice: Hindgtrs., 5/800 42 6 Foreqitrs., 5/800 441,6 Rounds 18,1 80/80 (ici) 61 6 Sq. chucks, 70/90 311,6 Arm chucks, 80/110 291,6 Briskets (ici) Ribs, 25/35 (ici) 46 6 Navels, No. 1 12 6	25
Flanks, rough No. 1. 14 @ Choice: Hindqtrs., 5/800 42 @ Foreqtrs., 5/800 42 @ Foreqtrs., 5/800 41½ @ Foreqtrs., 5/800 41½ @ Trd. loins, 50/60 (lcl) 61 @ Sq. chucks, 70/90 31½ @ Arm chucks, 80/110 29½ @ Briskets (lcl) Ribs, 25/35 (lcl) 48 @ Navels, No. 1 12 @	52
Ohoice: Hindqtrs., 5/800 42 @ Foreqtrs., 5/800 41 \(\frac{1}{2} \) @ Rounds, all wts 41 \(\frac{1}{2} \) @ Trd. loins, 50/80 (lcl) 61 @ Sq. chucks, 70/90 31 \(\frac{1}{2} \) @ Arm chucks, 80/110 29 \(\frac{1}{2} \) @ Briskets (lcl) Ribs, 25/35 (lcl) 46 @ Navels, No. 1 12 @	124
Hindqtrs, 5/800 42 @ Foreqtrs, 5/800 42 @ Foreqtrs, 5/800 41 \(\frac{1}{2} \) @ Foreqtrs, 5/800 41 \(\frac{1}{2} \) @ Foreqtrs, 50/80 (lcl 61 @ Sq. chucks, 70/90 31 \(\frac{1}{2} \) @ Arm chucks, 80/110 29 \(\frac{1}{2} \) @ Briskets (lcl) Ribs, 25/35 (lcl) 48 @ Navels, No. 1 12 @	141/4
Foreqtrs., 5/800 Rounds, all wts. 41½6 Trd. loins, 50/60 (lcl) 61 61 Sq. chucks, 70/90 31½6 Arm chucks, 80/110 .29½6 Briskets (lcl) Ribs, 25/35 (lcl) 46 6 Navels, No. 1	
Rounds, all wts. 41½6 Trd. loins, 50½0 (tel) 61 Sq. chucks, 70½00 31½6 Arm chucks, 80½10 29½6 Briskets (tel) Ribs, 25/35 (tel) 46 Navels, No. 1 12 6	044
Rounds, all wts. 41½6 Trd. loins, 50½0 (tel) 61 Sq. chucks, 70½00 31½6 Arm chucks, 80½10 29½6 Briskets (tel) Ribs, 25/35 (tel) 46 Navels, No. 1 12 6	29
Sq. chucks, 70/90 31½6 Arm chucks, 80/110 29½6 Briskets (lcl)	042
Arm chucks, 80/11029 \(\frac{1}{2} \) Briskets (lcl)	63
Briskets (lcl)	033
Ribs, 25/35 (Icl)46 @ Navels, No. 112 @	
Navels, No. 112 6	25
	248
Flanks, rough No. 114 @	012^{1}
	0141
Good:	
Rounds42 6	243
	233
Briskets23 6	24
Ribs43	244
Loins54 (@56

COW & BULL TENDERLOINS

Fresh	J/L	C-C G	rade	Froz. (3/1.
60@	65	Cows,	3/dn.	59@	61
73@	78	Cows,	3/4	62@	64
80@	85	Cows,	3/5	72@	74
88@	95	Cows,	5/up	88@	90
88@	95	Bulls,	5/up	88@	90

BEEF HAM SETS

PI	EFF I	L/A	Л.		3	E	Į,	3	
Insides,	12/up							.40@	401/2
Outsides,	8/up							.366	361/
Knuckles	71/2/	up						.406	401/

CARCASS MUTTON

(1.e.1.	prices)
	16@17
Good, 70/down	15@16

BEEF PRODUCTS

Tongues														27
Hearts,	reg.		1	G(1	8								101
Livers,	sel.,	30	1/	5	D'	8				. :	23		@	24
Livers.	reg	3!	5/	5	0,	8				. :	15	1/2	@	16
Lips, so	calded	١.	1	04	D'	8								73
Lips, u	nscale	le	i,		1(10	"	8						7
Tripe,														51
Tripe, o	onke	i.	1	0	0°	8				٠				6
Lungs,	100's	٠.					٠							51
Melts.	100's													51
Udders.	100	8												41

FANCY MEATS

	(l.c.l. prices)
Beef	tongues, corned35
	breads, under 12 oz58
	oz. up90
	tongue, 1 lb./down18
	ails, under % lb18
Ox t	ails, over 1/4 lb15

BEEF SAUS. MATERIALS FRESH

C. C. cow meat, bbls	301/2
Bull meat, bon'ls, bbls 331/26	734
Beef trim., 70/80, bbls211/2@	222
Beef trim., 85/90 bbls	261/2
Bon'ls chucks, bbls	301/2
Beef cheek meat,	
trmd., bbls	17
Beef head meat, bbls,	161/2
Shank meat, bbls31 1/26	@32
Veal trim., bon'ls, bbls241/26	@25

VEAL-SKIN OFF

(Carcass) (I.c.l. prices)

	(4,00		r		Α,	.,	,
Prime,	80/110						\$41.00@42.00
Prime,	110/150						40.00@41.00
Choice,	50/ 80						29.00@33.00
Choice,	80/110						35.00@39.00
Choice,	110/150						35.00@38.00
Good,				į.			27.00@29.00
Good,	80/110						31.00@35.00
Good,	110/150						31.00@35.00
Comme	reigl all	1	x.	t	a.		23 00@30 00

CARCASS LAMB

(1.c.1. prices)

Prime.	40/50			٠				41	@421/2
Prime,									e qtd.
Choice,	40/50							40	@421/2
Choice,									
Good,	all wts	١.						39	@4014

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles Nov. 1	San Francisco Nov. 1	No. Portland Nov. 1
STEER:			
Choice:	40* 00694 00	297 00 (290 00	990 00/2/11 00
	\$35.00@37.00	\$37.00@39.00	\$39.00@41.07
600-700 lbs	34.00@36.00	35.00@37.00	38.00@40.00
Good:		01.00.00#.00	04.0-0.00.00
500-600 lbs		34.00@35.00 32.00@34.00	34.00@38.00 34.00@38.00
600-700 lbs	30.00@33.00	32.00@34.00	34.00@35.00
Commercial: 350-600 lbs	30 00@33 00	30.00@32.00	29.00@34.00
350-000 108	30.000033.00	30.00032.00	20.000 01.00
COW:			
Commercial, all wts	23.00@25.00	23.00@28.00	23.00@29.00
Utility, all wts	21.00@23.00	21.00@23.00	21.00@26.00
Canner-cutter	None quoted	17.00@21.90	17.00@21.00
FRESH CALF	(Skin-off) .	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	. 36.00@39.00	33.00@35.00	34.00@37.00
Good:			
200 lbs. down	34.00@37.00	32.00@34.00	31.00@34.00
LAMB (Carcass):			
Prime:			
40-50 lbs	. 39.00@41.00	39.00@41.00	39.00@41.00
50-60 lbs	. 38.00@39.00	38.00@39.00	38.00@41.0
Choice:			
40-50 lbs		39.00@41.00	39.00@41.0
50-60 lbs	. 38.00@39.00	38.00@39.00	38.00@41.0
Good, all wts	. 35.00@39.00	35.00@38.00	35.00@39.0
MUTTON (EWE):			
Choice, 70 lbs. down	14 0042 18 00	None quoted	12.00@13.0

NEW YORK

Nov. 1, 1955

WHOLESALE FRESH MEATS BEEF CUTS

	(1 0	I. prices	
Steer:	(1.6.	i. prices	Western
Prime	care.,	6/700.8	40,00@42.00
Prime	carc.,	7/800.	39.00@40.00
Choice	carc.,		39.00@40.00
Choice		7/800.	37.00@38.50
Hinds.,			49.00@52.00
Hinds.			47.00@50.00
Hinds.,			47.00@50.00
Hinds.	, ch.,	7/800	45.00@49.00
	BEE	F CUT	5
	(1.e.	l. prices	в)
Prime si	eer:		City

Prime steer:	City
Hindatrs., 600/700	54.0@ 56.0
Hindgtrs., 700/800	50.00 53.0
Hindgtrs., 800/900	46.0@ 49.0
Rounds, flank off	44.0@ 46.0
Rounds, diamond bone	
flank off	45.0@ 47.0
Short loins, untrim	64.0@ 72.0
Short loins, trim	85.0@ 96.0
Flanks	14.0@ 15.0
Ribs (7 bone cut)	48.0@ 54.0
Arm chucks	33.0@ 36.0
Briskets	28.0@ 29.0
Plates	12.0@ 13.0
Foreqtrs (Kosher)	36.0@ 38.0
Arm Chucks (Kosher)	36.0@ 40.0
Choice steer:	
Hindqtrs., 600/700	51.0@ 54.0
Hindqtrs., 700/800	47.0@ 52.0
Hindqtrs., 800/900	45.0@ 47.0
Rounds, flank off	
Rounds, diamond bone	
flank off	
Short loins, untrim	
Short loins, trim	
Flanks	
Ribs (7 bone cut)	
Arm Chucks	
Briskets	
Plates	12.0@ 13.0
Foreqtrs. (Kosher) .	34.0@ 37.0
Arm Chucks (Kosher)	34.0@ 38.0

FANCY MEATS

. retreat martin	
(l.c.l. prices) Lt	à
Veal breads ,under 6 os5	
6/12 os	
12 oz./up8	
Beef livers, selected2	
Beef kidneys	ě
Oxtafls, % lb./up fros1	Ä
LAMB	

	(l.e.1.	carcass	prices) City
Prime.	30/40		.844.00@46.00
Prime.	40/45		
Prime,	45/55		. 45.00@48.00
Choice,	30/40		. 44.00@45.00
Choice,	40/45		. 46.00@48.00
Choice,	45/55		. 43.00@44.00
Good,	30/40		
Good,	40/45		
Good,	45/55		
Good,	55/65		. 38.00@40.00
			Western
Prime,	45/dn		.\$41.00@42.00
Prime.			
Choice	. 45/di	l	. 40.00@41.00
Choice.			
Choice	55/65		. 40.00@42.00
Good,	45/dn.		
Good,	45/55		38.00@40.00
Good,	55/65	******	39.00@40.00
	VEAL	-SKIN	OFF
	(1.c.1.	carcass	Western
Prime	80/13		\$39.00@42.00

						Western
Prime.	80/13	10				 \$39.00@42.00
Choice.	80/1	30				 35.00@38.00
Good,	50/ 80					 24.00@26.00
						28.00@33.00
						. 22.00@25.00
Com'l,						. 23.00@26.00
Choice	calf,	130	/1	17	0	26.00@28.00
				_		

BUTCHER'S FAT

Shop fat (cwt.)			۰			\$2.00
Breast fat (cwt.)						3.00
Edible suet (cwt.)		·				3,25
Inedible suet (cwt.)						

N. Y. MEAT SUPPLIES

(Receipts reported by the Marketing Service week ende 29, 1955 with comparisons.)	
STEERS AND HEIFERS: Ca Week ended Oct. 29 Week previous	rcasses 10,804 11,600
COW: Week ended Oct. 29 Week previous	2,001 2,067
BULL: Week ended Oct. 29 Week previous	505 421
VEAL: Week ended Oct. 29 Week previous	12,396 11,670
Week ended Oct. 29 Week previous	22,304 30,681
MUTTON: Week ended Oct. 29 Week previous	937 906
HOG AND PIG: Week ended Oct. 29	9,827

Week previous	30,681
Week ended Oct. 29 Week previous	
Week ended Oct. 29 Week previous	9,812
*ORK CUTS: Week ended Oct. 291 Week previous1	Lbs, ,069,592 ,118,557
BEEF CUTS: Week ended Oct. 29 Week previous	202,299 170,059
WEAL AND CALF CUTS: Week ended Oct. 29 Week previous	9,861 9,532
Week ended Oct. 29 Week previous	14,876 31,255
BEEF CURED: Week ended Oct. 29 Week previous	24,047 4,717
Week ended Oct. 29 Week previous	246,652
Week ended Oct. 29	6.586

	LOCAL	SLAUGHTER
S		

TOOME BEYOUTTER	
CATTLE:	Head
Week ended Oct. 29	13,391
Week previous	13,564
CALVES:	
Week ended Oct. 29	14,446
Week previous	14,878

Week ended Oct. 29	60,408
Week previous	58,072
SHEEP: Week ended Oct. 29 Week previous	51,577 52,608
COUNTRY DRESSED M	EAT
Week ended Oct. 29	6,446
Week previous	6,007
Week ended Oct. 29	286
Week previous	123

PHILA. FRESH MEATS

LAMB AND MUTTON: Week ended Oct. 29 Week previous

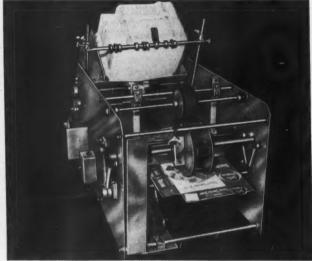
Nov. 1, 1955

WESTERN DRE	SSED
STEER CARCASS:	(CWT.)
Choice, 500/700 \$	39.00@40.50
Choice, 700/900	36.50@39.00
	35.50@38.00
COW:	
Com'l, all wts	27.50@29.00
Utility, all wts	23.50@25.50
VEAL (SKIN OFF):	
Choice, 80/110	38.00@40.00
Choice, 110/150	39.00@41.00
Good, 50/80	30.00@32.00
Good, 80/110	32.00@35.00
Good, 110/150	33.00@36.00
LAMB:	
Prime, 30/45	45.00@46.00
Prime, 45/55	44.00@46.00
Choice, 80/45	45.00@46.00
Choice, 45/55	44.00@46.00
Good, all wts	41.00@44.00
ACTION ON ATTAINED	

MUTTON (EWE): Choice, 70/down ... 16.00@18.00 Good, 70/down ... 15.00@17.00 LOCALLY DRESSED

STEER BEEF (lb.):	Choice	Good
Hinds, 500/800	45@50	48@48
Hinds, 800/900	45@47	42@46
Rounds, no flank,	45@48	42@45
Hip rd., 4 flank,	13@47	41@44
Full loin, untrim.	476051	46@48
Short loin, untrim,	60@66	54@58
Ribs (7 bone)	46@52	44@48
Arm chucks	33@35	32@33
Briskets	27@30	27@86
Short plates	12614	196014

NEW Kiwi. Code Dater for Waxed Boards



PATENTED - MODEL #1836V

The cards are removed from the magazine by suction cups and imprints are made with hardened steel type which is built-in on wheels. Code changes are made by turning these wheels.

F

92 Boards per Minute

3/16" type, 6 Digits or more available

Equipment Guaranteed

Surprisingly Low Priced

SEND IN TWO OF EACH OF YOUR BOARDS FOR SAMPLE IMPRINTS WRITE TODAY FOR FULL PARTICULARS

Manufactured exclusively by

KIWI CODERS CORPORATION

3800 NORTH CLARK STREET

"You are cordially invited to visit us in Booth 213 at the Convention in the Palmer House November 11th to 15th."

CHICAGO 13, ILLINOIS

The Casing House

invites you to visit our Hospitality Headquarters

November 11, 12, 13, 14 and 15

We welcome every opportunity to serve you . . . in the Casing House or the Palmer House . . . Casings or catering!

884 \ 885 \ 886 \

ASSOCIATE

AMERICAN WI MESTITUTE



PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service CASH PRICES

(Carlot	Basis, Chicago	Price Zone, Nov. 2, 1955)
SKINNED	HAMS	BELLIES
Fresh or F.F.A.	Frozen	Fresh or F.F.A.
38 10/12		23½n 6/8
36@361/4 12/14	36@361/2	231/2 8/10
341/2 @ 351/2 . 14/16		21 10/12
35 16/18		20 12/14
371/2 18/20	371/2	18 14/16
371/4 20/22	371/4 n	18 16/18
371/4 22/24	37¼ n	18n 18/20
35% @36 24/26	35% n	
341/4 25/30	34¼ n	GR. AMN. BELLIES D.S. B
32% 25/up, 2	's in 32%	
Note-Regular H		16½n 18/20
skinned.	ams ange unuer	161/2 20/25
samueu.		15a 25/30

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IONER

PICNICS

Fresh or F.F.A.	Froze
21 4/6	21
20@201/2 6/8	20
21½n 8/10	213/4
22n 10/12	
$20@20\frac{1}{2} \dots 12/14$	20n
20@201/2 8/up,	

FAT BACKS

Fres	h	•	T	r	ľ	0	Z4	en					Cured
81/21	n		ı.					6/8					9n
9n								8/10					91/2
101/21	n							10/12					11a
13n								12/14					14
14n								14/16					14%
14n								16/18					14%
14n								18/20					1434
14n								20/25					14%

LARD FUTURES PRICES NOTE: Add 1/2 to all figures end-g in 2 or 7.

FRIDAY, OCT. 28, 1955

FRIDAY, OCT. 28, 1955
Open High Low Close
Nov. 11.02 11.35 11.02 11.32a
Dec. 10.95 11.12 10.95 11.07b
Jan. 10.82 10.90 10.72 10.30b
Mar. 10.70 10.77 10.65 10.75b
May 10.87 11.07 10.87 11.02a
Sales: 4.440,000 lbs.
Open interest at close Thurs.,
Oct. 27: Oct. 25, Nov. 214, Dec.
461, Jan. 191, Mar. 271, and May
107 lots.

MONDAY, OCT. 31, 1955 Nov. 11.22 11.60 11.20 11.60a Dec. 11.10 11.40 11.00 11.37

Jan. 10.90 11.12 10.90 11.12a Mar. 10.75 10.95 10.70 10.95b May 11.02 11.25 10.97 11.25

May 11.02 11.25 10.97 11.25 Sales: 7,680,000 lbs. Open interest at close Fri., Oct. 28: Oct. 23, Nov. 214, Dec. 471, Jan. 189, Mar. 278, and May 106 lots.

TUESDAY, NOV. 1, 1955 Nov. 11.57 11.57 11.35 11.45b Dec. 11.35 11.35 11.17 11.25a

32 1.02 11.02 10.90 10.97b Mar. 10.92 10.95 10.82 10.85 bMay 11.20 11.20 11.07 11.07b Sales: 3,920,000 bbs.
Open interest at close Mon., Oct. 31: Nov. 215. Dec. 451, Jan. 194. Mar. 289, and May 120 lots.

WEDNESDAY, NOV. 2, 1958
Nov. 11.50 11.72 11.50 11.72a
-55
Dec. 11.30 11.55 11.27 11.55
Jan. 10.90 11.35 10.90 11.35a
Mar. 10.85 11.15 10.82 11.15
May 11.25 11.35 11.25 11.35
Sales: 10,440,000 10s.
Open interest at close Tues., Nov. 1: Nov. 210, Dec. 443, Jan. 290, Mar. 296, and May 125 lots.

THURSDAY, NOV. 3, 1955

Nov. 11.60 11.65 11.42 11.60a Dec. 11.50 11.50 11.30 11.42a

Dec. 11.50 11.30 11.42a Jan. 11.30 11.12 11.20b Mar. 11.07 11.10 10.95 11.00b May 11.32 11.32 11.20 11.25b Sales: 9,000,000 bbs. Open interest at close Wed., Nov. 22: Nov. 209, Dec. 455, Jan. 194. Mar. 295, and May 126 lots.

CHGO. FRESH PORK AND

 BELLIES

 Fresh of F.F. A.
 Frozen

 23½1 6 6/8
 28¾n

 23½2 8/10
 29¾

 21 0 10/12
 21

 20 12/14
 20

 18 14/16
 18

 18 16/18
 18

 18 18/10
 18

 18 18 18/10
 18

GR. AMN. RELLIES D.S. RELLIES

FRESH PORK CUTS Job Lot Car Lot Fresh Fresh

OTHER CELLAR CUTS Fresh or Frozen Cured
934 Square Jowls 10n
7 . Jowl Butts, Loose 8n
8 . Jowl Butts, Boxed ... unq.

LOWE LEGERAL	
Nov. 1, 1955 (l.c.l. prices)	
Hams, skinned, 10/12	40
Hams, skinned, 12/1437 1/2 Hams, skinned, 14/16	@38
Diamis, Skinned, 14/10	62001/
Picnics, 4/6 lbs., loose22	11022 1/2
Picnics, 6/8 lbs211/2	@ 22
(Job Lot)	
Pork loins, bon'ls, 100's.	64
Shoulders, 16/dn., loose.	2414
Pork livers	@18
Tenderloins, fresh, 10's 76	@78
Neck bones, bbls	7
Ears, 30's	9
Feet, s.c. 30's 6	

CHGO. PORK SAUSAGE

(To Sausage Manufacturers job lots only)	in
Pork trim., reg. 40% bbls	13
Pork trim., guar. 50% lean bbls	141
Pork trim. 80% lean, bbls	261
bbls	36
Pork head meat Pork cheek meat, trim.,	22
bbls	28

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b.	
Chicago	\$13.75
Refined lard, 50-lb. cartons,	
f.o.b. Chicago	13.50
Kettle rendered tierces, f.o.b.	
Chicago	14.25
Leaf kettle rendered tierces,	
f.o.b. Chicago	14.75
Lard flakes	16.00
Neutral tierces, f.o.b. Chicago	10.00
Standard shortening	10.00
N. & S. (del.)	18.00
Hydro. shortening, N. & S	

WEEK'S LARD PRICES

	P.S. or Dry	P.S. or	Ref. in 50-lb.	
	Rend, Cas		tins	
	(Tierces)		(Open	
		(Open		
	(Bd. Trade)	Mkt.)	Mkt.)	-1
let.	2811.75n	9% @10	12.50n	
et.	2911.75n	9% @10n	12.50n	1
et.	3111.75n	10.00	12,50n	
VOV.	111.75n	10.00	12.50n	
Vov.	211.75n	10.00n	12.75n	
Nov.	311.75n	10.00n	12.75n	1

LIGHT, MEDIUMWEIGHT HOG VALUES IMPROVE

(Chicago costs and credits, first two days of the week.)

Hog cutting margins varied unevenly this week as prices on light and medium pork cuts advanced at a sharper rate than live costs on such animals, resulting in better margins, while larger pork cuts declined in price, cutting heavy hog values

cutting neavy nog value	cs.				
	-220 lbs.—		40 lbs.—		70 lbs.—
per cwt. alive	per cwt. fin. yield	cwt. alive	per cwt. fin. yield	cwt. alive	fin. yield
Lean cuts\$10.63 Fat cuts, lard 4.22 Ribs, trimms., etc 1.59	6.06	\$10.07 4.31 1.55	\$14.16 6.10 2.19	8 9.74 4.23 1.42	5.83
Cost of hogs\$13.98 Condemnation loss02 Handling, overhead 1.75		\$13,92 .02 1,55		\$13.70 .02 1.40	
TOTAL COST	23.62 +\$.96	\$15.49 15.98 +\$.44 + .30	\$21.80 22.45 +\$.05 + .44	\$15.12 15.39 +\$.27 + .83	21.53 +\$.89

PACIFIC COAST WHOLESALE PORK PRICES

	Nov. 1	Nov. 1	Nov. 1
FRESH PORK Careass: 80-120 lbs., U.S. 1-3 120-170 lbs., U.S. 1-3	None quoted	(Shipper Style) \$26,00@28.00 23,00@26,00	(Shipper Style) None quoted \$24,00@25,00
FRESH PORK CUTS No. LOINS:	1:		
8-10 lbs	38.00@42.00	42.00@46.00 44.00@48.00 44.00@48.00	$\begin{array}{c} 42.50@46,00 \\ 42.50@46,00 \\ 41.50@45.00 \end{array}$
PICNICS: 4- 8 lbs	(Smoked) 27,00@35.00 .	(Smoked) 32.00@36.00	(8moked) 32.00@35.00
HAMS, skinned: 12-16 lbs		48.00@50.00 46.00@50.00	45.00@49.00 45.00@49.00
BACON, "Dry" Cure No. 6- 8 lbs	34.00@42.00 33.00@89.00	50,00@52,00 46,00@50,00 42,00@46.00	42.00@46.00 40.00@43.00 38.00@40.00
I.ARD, Refined: 1-lb. cartons 50-lb. cartons & cans. Tierces	. 14.50@17.50 . 14.00@17.00	18.00@19.00 16.00@18.00 16.00@17.00	14.50@16.50 None quoted 18.00@15.50

N.Y. FRESH PORK CUTS

Nov.	1, 1955
(l.c.l.	prices)

Pork loins, 8/12 Pork loins, 12/16	39.00@41.00
Pork loins, 12/16	40.00@41.00
Hams, sknd, 10/14	40.00@41.00
Boston butts, 4/8	29.00@31.00
Spareribs, 3/down	
Pork trim., regular	28,00
Pork trim., spec, 80%	
	City
	Box lots
Hams, sknd., 10/14	\$40.00@44.00
Pork loins, 8/12	42.00@46.00
Pork loins, 12/14	
Pienies, 4/8	25.00@27.00
Boston Butts, 4/8	
Spareribs, 3/down	

N. Y. DRESSED HOGS

				_	•	4	_	_		
			(Le.L		1	r	i	C	9	s) :
	(Head	ls on	,	1	e	a	f		fat in)
50	to	75	lbs.							\$24.25@27.25
75	to	100	lbs.							24.25@27.25
			lbs.							24.25@27.25
125	to	150	lbs.							24.25@27.25

CHGO. WHOLESALE SMOKED MEATS

Nov. 1, 1955	
Hams, skinned, 14/16 lbs., wrapped	42
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	44
Hams, skinned, 16/18 lbs.,	**
wrapped	44
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	46
Bacon, fancy trimmed, brisket off, 8/16 lbs.,	
wrapped	34
Bacon, fancy sq. cut, seed- less, 12/14 lbs., wrapped	331
Bacon, No. 1 aliced, 1-lb.	00
open-faced layers	43

PHILA. FRESH PORK

WESTERN DRESSED
PORK CUTS-U.S. 1-3, LB.:
Regular loins, 8/12 39644
Regular loins, 12/16 39@4:
Regular loins, 16/20 None
Butts, Boston, 4/8 30@3:
Spareribs, 3/down 33@3

	LOC	LOCALLY		DRESS							ŀ	ED				
								ľ		8		1	1-3	3 L	b.	
Pork	loins.	8/1	2											42	0	45
Pork	loins,	12/1	16											42	ã	45
	8, 10															
	ribe, 3															
Sk. 1	ams,	10/12	1						0					44	0	46
	ams,															
	ce, 4/															
Bosto	n but	8. 4.	/8											31	a	34

HOG-CORN RATIOS

The hog-corn ratio for barrows and gilts at Chi-cago for the week ended Oct. 29, 1955, was 11.8. This ratio compared with the 12.1 ratio for the preceding week and 12.5 a vear ago. These ratios were calculated on the basis of No. 3 vellow corn selling at \$1.152, \$1.186 and \$1.528 per bu. during the three periods, respectively.

BY-PRODUCTS ... FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Nov. 2, 1955

BLOOD

DIG	ESTE	R FI	ED	TA	NK	AG	E	1	M.	T	ER	IAL
Wet	render	ed. u	ngroi	ind	loc	BRO						
Low	test											
Med	l. test	***					* *				. 45	.121/
	uld sti											
	1	PACE	ING	но	USE	F	E	EI	08			
	meat,											
50%	meat,	bone	scra	ps,	bull	. 3			6	2.5	000	75.0

our meat, bone scraps, bagged	5 60.000	16.11
50% meat, bone scraps, bulk	62.50@	75.00
55% meat scraps, bagged	-	87.50
60% digester tankage, bagged	75.00@	82.50
60% digester tankage, bulk	72.50@	80.00
80% blood meal, bagged	120,00@	125.00
Steamed bone meal, bagged		
(spec, prep.)		85.00
60% steamed bone meal, bagged	65 00@	70.00

FERTILIZER MATERIALS

Feather tankage, gro	und,	
per unit ammonia	3.70	
Hoof meal, per unit	ammonia 6 25@6.85	

DRY RENDERED TANKAGE

Low	test,	per	unit	prot.				 		*1.20
				prot.						
High	test,	per	unit	prot.	,	۰		 	۰	*1.10@1.15

GELATINE AND GLUE STOCKS

Calf	trimmings	(limed)		 1.35@	1.50
	trimmings			6.00@	7.00
	le jaws, scr.				
	r ton				
Pig	skin scraps	and tri	mmings	 4.75@	5.00

ANIMAL HAIR

Winter coil dried, per ton	125.00@135.00
Summer coil dried, per ton	*60.00@ 65.00
Cattle switches, per piece	314@ 5
Winter processed, gray, lb	19@ 20
Summer processed, gray, lb	12%@ 13%

n-nominal, a-asked *Onoted delivered

TALLOWS and GREASES

Wednesday, Nov. 2, 1955

Pricewise, no material change was registered in the Midwest late last week, and trade volume was moderate. Bleachable fancy tallow sold, regular production, at 81/2c, and high titre material at 85%c, c.a.f. New York. B-white grease and special tallow sold at 7½c, and bleachable fancy tallow at 8c, all c.a.f. Chicago. All hog choice white grease was bid at 9c, c.a.f. East, but held fractionally higher. Inquiry for yellow grease was at 7c, Chicago. Prime tallow traded at 73/4c, and later a few tanks of yellow grease sold at 7c, c.a.f. Chicago. A tank of edible tallow sold at 91/2c, f.o.b. outside point, for export.

On Friday, all hog choice white grease sold at 9c and 9%c, delivered New York. Bleachable fancy tallow sold at 8½c and 85%c, same destination, product considered. Although a tank of edible tallow traded at 9¼c, c.a.f. Chicago, buying interest was evident at ½c higher.

Original fancy tallow on Monday

was bid at 8%c, c.a.f. East. Offerings were scarce in Chicago. All hog choice white grease sold for immediate shipment at 9%c, delivered East, with inquiry for prompt and 30-day at 9c. Edible tallow sold at 9%@9%c, Chicago basis.

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The tight hold on product had some buyers raise their ideas on Tuesday, consequently a fair trade developed basis 8½c, Chicago bleachable fancy tallow. Edible tallow sold at 9½c, Chicago basis. A few tanks of bleachable high titre fancy tallow sold at 8¾c, c.a.f. New York.

Regular production bleachable fancy tallow sold at 8%c, and all hog choice white grease at 9¼c, delivered New York, November shipment. Prompt shipment vellow grease was reported sold at 7%c, c.a.f. East. Buyers' ideas were at 7%c for 30-day shipment. Low acid yellow grease inquiry was at 7%c, same delivery point. Prime tallow was bid at 8%c, c.a.f. East, and special tallow bid at 8%c. Fancy tallow, 7 color, was also reported to have traded at 9c, c.a.f. New York, and 8%c, c.a.f. New Orleans.

Edible tallow sold at midweek at

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Phone: ONtario 1-9000

Lockland Station Cincinnati 15, Ohio Phone: VAlley 2726 P.O. Box #5 Station "A" Buffalo 6, New York Phone: Filmore 0655

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Tues-

eported

9%c, Chicago basis. All hog choice white grease sold at 94c, c.a.f. New York. Several tanks of bleachable fancy tallow traded at 85%c, c.a.f. East.

TALLOWS: Wednesday's quotations: edible tallow, 97sc; original fancy tallow, 8%c; bleachable fancy tallow, 81/sc; prime tallow, 71/sc; special tallow, 75/sc; No. 1 tallow, 74/sc, and No. 2 tallow, 64c.

GREASES: Wednesday's quotations: not all hog choice white grease, 84c; B-white grease, 7%c; yellow grease, 7c; house grease, 6%@64c; and brown grease, 6@64c. The all hog choice white grease was quoted at 94c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Nov. 2, 1955 Dried blood was quoted Wednesday at \$5 to \$5.25 per unit of ammonia. Low test wet rendered tankage was listed at \$5 to \$5.25 per unit of ammonia and dry rendered tankage was priced at \$1.10@1.15.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, OCT. 28, 1955 Open High Low Close close

Dec 13.16b			13.26	13.18
Jan 13.18b			13.25b	13.20
Mar 13,25			13.36	13.25
May 13.26b			13.38	13.25
July 13.18b			13.34	13.20
Sept 13.00b			13.10b	13.01
Oet 12,85b			12.95b	12.90n
Sales: 164 lots.				
MONDA	AY, O	OT. 31,	1955	
Dec 13.30	13.30	13.20	13.26b	13.26
Jan 13.25	13.33	18.33	13.27b	13.25b
Mar 13.39	13.43	13.35	13.38	13.36
May 13,35b	18.45	13.36	13.41	13.38
July 13,30b	13.41	13.35	13.38	13.34
Sept 13.10b			13.14b	13.10b
Oct 12,95b			13.00b	12.95b
Sales: 112 lots.				
TUESD	AY, N	IOV. 1,	1955	
Dec 13.23	13,35	13.23	13.35b	13.26b
Jan 13,35b			13,35b	13.27b
Mar 13.40	13,45	13.40	13.43	13.38
May 13.39b	13.47	13.45	13.45b	13.41b
July 13.38	13.41	13.38	13.41b	13.38
Sept 13.05b	13.20	13.20	13.20b	13.14b
Oct 13.07b			13.05b	13.00b
Sales: 58 lots.				
WEDNE		NOV. 2		
Dec 13.30b	18.35	13.30	13.35b	13.35b
Jan 13.30b			13.35b	13.35b
Mar 13.40b	13.47	13.40	13.46	13.43
May 13.40b	13.49	13.42	13.47b	13.45b
July 13.35b	13.48	13.43	13.47	13.41b
Sept 18.15b			13.25b	13.20b
Oct 13.05b			13.05b	13.05b
Sales: 138 lots.				
VEC	ETAI	RIFO	11 5	

VEGETABLE OILS

		Wedn	esda	y. 1	Vov.	2,	19	55		
Crude	cotto	nseed	oil,	car	lots	, f	.0.	b.		
Vall	еу .									 10%1
orn e	il in	tanks	. f.c	b.b.	mil	ls			 	 11%1
		f.o.b								
		f.o.b								
Coconi	it oil.	f.o.b	. Pa	cific	Co	ast			 	 11n
Cotton	seed	foots:								
Mid	West	and V	Vest.	Cos	ast					 2
East										 2

OLEOMARGARINE

Wednesday, Nov. 2, 1955	
White domestic vegetable	
Yellow quarters	3
Milk churned pastry	ŀ
Water churned pastry	8

OLEO OILS

			(F.O.	B.	Chi	cago)			
						barrels)			101/2
Extra	oleo	oil	(drum	(8)				14@1	14%
-									

pd-paid, n-nominal, b-bid, a-asked,

HIDES AND SKINS

Light native cow hides traded 1/20 higher-Other selections sold steady-Small packer 50@52-lb. average hides brought 12c in Midwest-Calfskin and kipskin markets steady-Some No. 1 shearlings sold at 3.00.

CHICAGO

PACKER HIDES: The pattern of the hide market Monday of the new week was similar to that of last week, with most selections on the hide list bid 1/2c off prevailing levels. Bids for light native cows, however, proved to be the exception, as buyers were willing to pay steady prices. A car of native bulls sold at 10c.

A sizeable quantity of heavy native steer hides were traded on Tuesday at 131/2c and 14c, steady with last prices. Also sold steady were heavy Texas steers at 11½c and branded eows at 11c and 111/2c. Light native cow hides, reportedly in good demand for the last two weeks, sold up 1/2c. River production sold early at 15c. Chicago light native cows were offered at 141/2c and St. Paul stock at 14c, and were reported to have traded at those levels late in the day.

River heavy native cows brought 121/2c, while Northerns sold at 13c. Butt-branded steers sold steady at

SMALL PACKER AND COUN-TRY HIDES: The small packer hide market improved to some degree, regarding prices on some averages, but not all averages were wanted, according to reports. The 50@52-lb. average sold in the Midwest at 12c. Sales of the 60-lb. average, however, were again difficult to uncover, with 10c quoted for this average in the Midwest on a nominal basis. The 40-lt. average sold in the Southwest at 16c up to 171/2c. Country 50@52-lb. average straight locker butchers were bid at 8c; renderers at 7½c.

CALFSKIN AND KIPSKINS: There was no reported trading of either calfskins or kipskins up to midweek, but both were bid steady.

SHEEPSKINS: Inquiry for shearlings and fall clips was good this week but, although production has improved somewhat, sales were limited. A car of No. 1 shearlings, with fall clips included, sold at 3.00 and 3.25, respectively. The No. 2 shearlings were nominally quoted at 1.65@1.75, and the No. 3's at 50@65c, also on a nominal basis. Dry pelts sold lower last week at 20@21c. Pickled lamb skins brought 9.50 and sheep, 11.50.

U.S. Hide Trade Affected By Devalued Argentine Peso

Devaluation of the Argentine peso is expected to have an important bearing on the United States hide market. Argentina is a major exporter of hides. The U. S., too, has been a major exporter the last few years. When the South American country devalued its currency by nearly 23 per cent to stimulate exports and foreign investments, it signaled keener competition between the two largest hide exporting countries.

CHICAGO HIDE QUOTATIONS

PACKER	HIDES	
	Week ended Nov. 2, 1955	Cor. Week 1954
Hyy. Nat. steers	15 @15½n 11½n 15½n 11½ 11n 11 @11½n 12½@13 14 @15n 10n	11½@12n 13½@14n 10n 14½n 10n 9½n 10 @10½n 11½@12n 13 @13½n 8½n 7½n
Calfskins, Nor., 10/15 10/down Kips, Nor., nat., 15/25.	. 50n 55n	35n 40n

	DMALL PACKER	HIDES	
60 lbs.	AND COWS:		9%@10n 11 @11%n
00 100.		10	ii diii 180

SMALL PACKER SKINS Calfskins, all wts..... 40n 22 @23n Kips, all wts.......24 @25n 16n

SHEEPSKINS

Packer shearlings, 3.00 2.50@2.75 No. 1 20@ 2in 27@ 28 Dry Pelts 20@ 2in 7.50@7.75n 7.00@7.50n

N.Y. HIDE FUTURES

FRIDAY, OCT. 28, 1955 Open High Low Close

Jan.	 12.20-15	12,20	11.80	12.01		
Apr.	 12.20b	12.85	12.15	12.35		
July	 12.75b	12.71	12.59	12.71		
Oct.	 13.00b			12.95b-13	3.10a	
Jan.	 18.20b	13.00	13.00	13.156-		
	18,40b	18.20	13.15	13.35b-		
	58 lots.			-01000	2012	
	MONT	AT O	OT. 31, 1	OKK		
	MONE	AL, O	JI. OL, I	900		
Jan.	 12.00	12.35	12.00	12.81 -	34	

Jan Apr	12.00	12.85 12.72	12.00 12.40	12.81 -	34
July	12.25b	34.14	12.40	13.05b-	15a
	12.85b	13.48	13.30	13.40b-	45a
Apr	18.05			13.60b- 13.80b-1	70a
	86 lots.			19.000-1	2.00u
	TUES	DAY, N	OV. 1, 1	955	

Jan Apr	12.80b 12.65b	12.10 12.50	12.06 12.37	12,10b- 12,48	20a
July		13.00	12.76	12.90	
Oct		13.65	13.15	13.15b-	25a
Jan	13.60b	13.30	13.25	18.35b-	55a
Apr	13.70b			13.55b-	85a
Sales:	24 lots.				
	WEDNE	SDAY,	NOV. 2	, 1955	
Jan		12.19	12.19	12.05b-	10a
Apr	12.55b	12.65	12.48	12.50	

	** 4147413	DUAL E,	1104. 0,	1000	
	12.70b	12.19	12.19	12.05b-	10a
Apr	12.55b	12.65	12.48	12.50	
July	12.95b			12.85b-	90a
Oet	13,20b	13.15	13.15	13.15	
Jan	13.40b			18.33b-	35a
Apr	13.60b			13.55b-	65a
Sales:	9 lots.				
	THEFT	ETD A W	MATE 9	1055	

Jan	12,00b	12.12	12.10	12.08b-	12a
Apr	12.35b	12.50	12.40	12.50	
July	12.70b			12.85b-	92a
Oct	13.00b			13.15b-	25a
Jan	13.20b			13.33b-	50a
Apr	13.35b			13.55b-	75a
Sales:	13 lots.				

LIVESTOCK MARKETS ... Weekly Review

International To Have More **Premium Money, New Features**

Work has begun on the 56th International Livestock Exposition. Albert K. Mitchell, president, has said the show, slated for November 25 through December 3, will have additional premium money and a number of new features.

Polled Hereford, the hornless branch of the Hereford breed, will have classes at the show for the first time. A larger Hereford show is anticipated, with prize money raised to \$15,000. This event is designated as a Memorial to the late Jess C. Andrew.

In line with the International's strict policy to promote the weight-for-age factor in show cattle, all steers will be mouthed prior to the competitions. Weight levels have been raised to 1175 lbs. for summer yearling steers and 1050 lbs. for senior calves.

Wether lambs will have just two weight classes this year: Shropshires and Corriedales, 100 lbs. for lightweights and 120 lbs. for the heavies; Dorsets, Hampshires, Oxfords and Suffolks-105 and 125 lb. limits for lightweights and heavyweights, respectively. Southdowns and Cheviots will have limits of 95 and 115 lbs.

New Work Contract Ends Indianapolis Yards Strike

A new one-year union contract, agreed on last week, paved the way for the first marketing at the Indianapolis Stockyards in more than a week.

The stockyards, one of the largest hog centers in the nation, had been closed by a strike of 113 CIO United Packinghouse Workers.

LIVESTOCK AT 64 MARKETS

A summary of receipts and disposition of livestock at 64 public markets during September, 1955 and 1954, as reported by the U.S. Department of

CATTLE (EXCLUDING CALVES)

	Salable	Total	Local
	receipts	receipts	slaughter
Sept. 1955		2,089,028	1,085,486
Sept. 1954		2,268,126	1.084,873
JanSept. 1955.		16,221,607	9,129,626
	14,229,815	16,880,484	9,250,607
5-yr. av. (Sept.			
	1,714,394	2,045,307	913,808
	CALV	ES	
Sept. 1955	337,743	444,090	260,825
Sept. 1954	457,794	609,537	314,724
JanSept. 1955.		3,488,204	2,073,337
JanSept. 1954.	3,035,570	4,001,157	2,299,832
5-yr. av. (Sept. 1950-54)	416,573	537,182	265,975
	HOG		
Sept. 1955		2,682,291	1,944,050
Sept. 1954	1,733,757	2,496,070	1,800,425
	16,514,804	22,797,227	15,923,143
JanSept. 1954.	14,205,531	19,673,958	13,816,918
5-yr. av. (Sept.			
1950-54)	1,746,012	2,480,937	1,677,602
SH	EEP ANI	LAMBS	
Sept. 1955	913,109	1.625,336	707,622
Sept. 1954	952,551	1,805,821	668,057
JanSept. 1955.	6,380,719	11,144,813	5,600,079
JanSept. 1954.		11,216,525	5,517,808
5-yr. av. (Sept.		,,	
1950-54)	1,049,693	1,913,524	646,032

New U.P. Transit Stockvards Ready At Council Bluffs, Ia.

Union Pacific Railroad recently completed new stockyard facilities at Council Bluffs, Ia., for feeding livestock in transit. UP said the facilities, excluding tracks, cost \$50,000.

There are 40 pens, each capable of holding a carload or more of stock, and eight double-deck, stair step type loading chutes.

Bulk of the business at Council Bluffs comes from feeder cattle moving from the plains country into the Corn Belt for finishing, sheep moving east for slaughter and hogs moving from the Iowa, Illinois and Missouri farm country to west coast points.

Hog Receipts, Shipments At Chicago Far Above 1954

Hog receipts at the Chicago Stock Yards last week totaled 67,200 head for a 32.8 per cent increase over the 50,577 in the same week of 1954, while outbound hog shipments increased 142 per cent, according to figures compiled at the market. Outbound shipments by rail and truck last week totaled 31,834, while in the corresponding week in 1954 they were only 13,111.

The greater volume of hog shipments, representing 47 per cent of the receipts at Chicago, was attributed mainly to the increased use of the new "Hot Shot" rail service. Under this new service, four major railroads deliver livestock non-stop under 36 hours at eastern packing plants.

Order buyers for eastern outlets say the faster service from Chicago effects savings to packers in shipping and feed costs, reduces bruising and shrink in transit, and allows plants to schedule a "second day" slaughter.

Cattlemen to Weigh Beef **Grading at Convention**

The present system of federal beef grading and whether it is beneficial or detrimental to cattle producers and feeders will be considered during the annual convention of the American National Cattlemen's Association January 8-12 in New Orleans.

A panel discussion will be held on the subject January 9 at a combined meeting of the marketing and feeder committees of the association. The panel will include packer representatives.



THE FACTS ARE:

We are the biggest - - because we are the best!

BLOOMINGTON, ILL. CHATTANOGA, TENN. LOUISVILLE, KY. CINCINNATI, OHIO DAYTON, OHIO DETROIT, MICH. FLORENCE, S.C. FT. WAYNE, IND. FULTON, KY. INDIANAPOLIS, IND. JACKSON, MISS. JONESBORO, ARK.

LAFAYETTE, IND. MONTGOMERY, ALA. NASHVILLE, TENN.

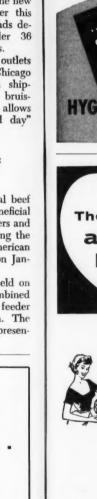
OMAHA, NEBR. PAYNE, OHIO SIOUX CITY, IOWA SIOUX FALLS, S.D. VALPARAISO, IND.

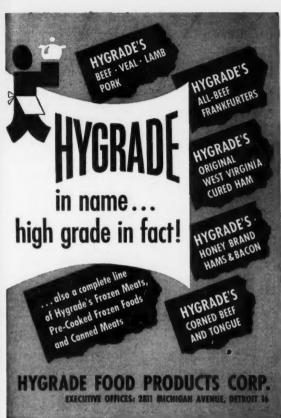
LIVESTOCK BUYING

SEE IT ACTUALLY MADE RIGHT BEFORE YOUR EYES . . AT GLOBE'S EXHIBIT . . .

At

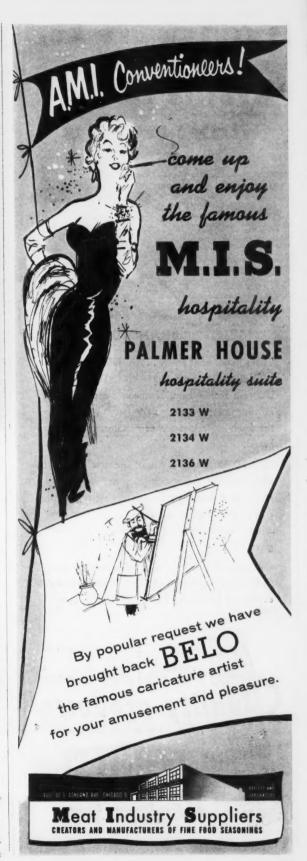
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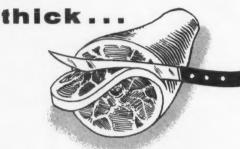


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Cut yourself a *thicker* slice of profits by using CLINTOSE — product of nearly a half century's experience in making fine products from corn.



SLAUGHTER REPORTS

Special reports to THE NATION-AL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended Oct. 29, 1955 compared: CATLE

Week Cor. Ended Prev. Week

	t. 29	Week	1954
	27,455	25,585	25,018
Chicagot	21,828	18,967	14,787
Kan. City‡.	35,146	31.714	33,435
Omaha*\$	11 900	10,965	11,966
E. St. Louist	11,892	12,582	12,117
St. Joseph:	13,221		8,570
Sioux City!.	12,868	12,421	
Wichita*;	5,461	5,598	4,660
New York &	10 001	19 504	19 847
Jer. Cityt.	13,891	13,564	13,647
Okla. City*;	14,114	12,584	12,965
Cincinnatis .	5,531	5,528	5,718
Denvert	10 004	13,832	15,002
St. Pault	19,624	18,132	17,864
Milwaukee:	5,270	4,958	4.755
Totals	185,796	186,430	180,494
	HOGE		
Chicagot	38,059	89,571	35,395
Kan. Cityt.	11,595	10,959	10,737
Omaha*‡	79,342	75,358	46,126
E. St. Louist	29,152	28,400	33,296
St. Joseph	39,041	42,985	27,161
Sioux Cityi.	27,746	30.041	24,494
	12,957	14,258	14,560
Wichita*‡ New York &	12,001	12,200	14,500
Jer. Cityt.	60,408	58,072	52,808
Okla, City*1		16,608	13,452
Cincinnatis .	13,797 13,410		15.854
	19,410	10,722	10,016
Denvert	67.875	72,923	57,838
St. Pault			4,613
Milwaukee: .	7,908	0,041	4,010
Totals	401,290	426,956	348,350
	SHEE	P	
Chicagot	5,290	4,898	5,606
Kan. Cityt.	6,173	6,341	5,009
Omaha*t	10,124		11,994
E. St. Louisi	5,605		5,255
St. Joseph			7,517
Sioux Cityt.			9.588
Wichita*\$.	2,328		11,560
New York &	2,020		,
Jer. Cityt.	51,577	52,608	54,961
Okla. City*1		4,425	4,416
Cincinnatis .	1.129		873
Denvert		20,739	10,536
St. Pault		8,455	9,817
Milwaukeet .	1,295		1,413
	,	*	

Totals ...107,276 130,472 138,545

*Cattle and calves. †Federally inspected slaughter, including directs. ‡Stockyards sales for local slaugh-

ter. §Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter in Canada for week ended October 22:

October 22:		
	Week Ended Oct. 22 1955	Same week 1954
CA	TTLE	
Western Canada. Eastern Canada.		18,206 18,542
	. 38,180 OGS	36,748
Western Canada. Eastern Canada.	. 52,872	38,141 56,156
Totals		94,297
graded		101,716
Western Canada. Eastern Canada.		5,347 $21,582$
Totals	. 24,692	26,929

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended Oct, 29:

Cattle	Calves	Hogs*	Sheer
Salable 248	169	17	15
Total (Inc.			
directs) 5,212	3,782	25,074	19,668
Prev. week:			
Salable 145	162		
Total (Inc.			
directs) 5.841	3.904	27.300	19.143

^{*}Including hogs at 31st St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

Se

SI

Cattle	Calves Hogs Sheep)
Oct. 27 . 1,508	495 11,084 2,073	3
Oct. 28 . 449	87 13,818 1,168	ŝ
Oct. 29 . 128	8 3,685 19	è
Oct. 31 .27,786	537 16,425 1,263	ŝ
Nov. 1., 7,000	300 16,500 2,200)
Nov. 214,000	300 15,900 1,500	í
*Week so		
far48,786	1,137 47,925 4,963	ŝ
Wk. ago.51,675	5,175 56,049 8,68	1
Yr. ago. 45,508	1,281 43,503 7,519	è
2 years		
ago44,981	2,084 51,341 12,52	3
*Including 79	cattle, 7,413 hog	ß
and 384 sheep	direct to packers.	

SHIPMENTS

Oct. 27 . 4,001	85	6,625	782
Oct. 28 . 3,701	1,135	6,884	234
Oct. 29 . 2,192	1,069	1,142	14
Oct. 31 . 8,537	93	3,894	753
Nov. 1 5,000		5,000	1.000
Nov. 2. 6,000		4,000	300
Week so			
far19,537	98	12,894	2,053
Wk. ago.19,319	118	17,183	2,085
Yr. ago.18,836	1,274	6,339	1.012
2 years			
ago18,262	648	5,032	1,057
TOTAL OCT	OBER	RECEI	PTS

1955 1954 Cattle217,318 188,992 Calves13,444 15,814

Sheep						292,249 34,173
TOTAL	0	CI	0	BER	BHIP	MENTS
				1955		1954
Cattle	 			104.67	72	85,655
Hogs	 			91,90	03	39,148
Shoon				8 64	175	5 550

CHICAGO HOG PURCHASES

Supplies Chicago,				at 2:
		Week ended	We	led
Packers' Shippers'	h	Nov. 2 38,332 29,346	0et 39,3 29,0	355
Totals	 	67,678	68.	368

LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Nov. 2 were reported as shown in the table below:

CATTLE:
Steers, choice\$20.50@22.00
Steers, gd. & ch 19.00@20.50
Steers, com'l & gd. 16.50@18.50
Heifers, gd. & ch., None qtd.
Cows, util. & com'l. 12.50@13.25
Cows, can. & cut 8.00@10.00
Bulls, cut. & util 14.50@15.50
CALVES:
Good & choice\$17.50@18.00
Com'l & good 16.50@17.50
Cull & util None qtd.
HOGS:
U.S. 1-3, 190/220 None qtd.
U.S. 1-3, 200/245\$14,50@15,50
U.S. 1-2, 280 lbs None qtd.
Sows, 270 lbs 13.00 only

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Oct. 28, with comparisons:

	Cattle	Hogs	Sheep
Week			
date	393,000	526,000	221,000
Previo			
week	374,000	587,000	227,000
Same			
1954		504,000	211,000
1955 t			
date	12,600,000	18,058,000	7,599,000
1954 t			
date	13,065,000	15,843,000	7,282,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Oct. 27: Cattle Calves Hogs Sheep Los Ang. . 9,900 675 1,500 50 N. P'tland. 3,365 625 2,240 2,365 San Fran. . 1,275 200 655 650

LIVESTOCK PRICES AT LEADING MARKETS

CK

Chi

Sheep

4,963 8,684 7,519

12,523 hogs ers.

1,000

2,053 2,085 1,012

1,057

STS 954 88,992 15,814 92,249 34,173 NTS 954 85,655 39,148 5,552

ASES d at

Week ended Oct.26 39,355 29,013

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22.00 220.50 218.50 qtd. 113.25 210.00 215.50

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Sheep

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OCK Const:

Sheep 50 2,365 950

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Livestock prices at five western markets on Tuesday: Nov. 1, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha HOGS (Including Bulk of Sales):

BARROV	78 &	GILTS:				
U.S. No	. 1-3	:				
120-140	Ibs	\$12.00-13.25	None qtd.	None qtd.	None qtd.	None qtd.
140-160	lbs	18.25-14.00	None gtd.	\$13.60-13.75	None qtd.	None qtd.
160-180	lbs	13.85-14,25	\$12.75-14.00	13.60-13.75	\$12,75-13,25	\$13.00-14.50
180-200	lbs	14.00-14.50	13.50-14.15	13.60-14.00	13,25-13.65	18.25-14.50
200-220	lbs	14.00-14.50	13.50-14.15	13.60-14.00	13.25-13.65	13.25-14.50
220-240	lbs	13.75-14.50	13.50-14.15	13.60-14.00	13.25-13.50	13.25-14.50
240-270	lbs	13.60-14.10	13.50-13.65	13.50-13.75	18.00-13.50	13.00-14.50
270-300	lbs	13.50-13.75	13.25-13.65	None qtd.	None qtd.	13.00-14.50
300-330	1bs	None qtd.				
330-360	lbs	None qtd.				
Medium	:			-		
160-220	lbs	None qtd.	None qtd.	None qtd.	10.75-13.00	12.25-13.00
sows:						
Choice:						
270-300	lbs	13.50 only	13.25 only	13.25-13.50	12.50-13.00	12.75-13.00

Medium: 250-500 lbs., None qtd. None qtd. None qtd. None qtd. None qtd.

CATTLE	& CALVES:			
8., 22.75-23.	75 None atd.	22.50-23.50	None atd.	None qtd.
8. 22.50-23.	75 22.50-23.75	22,25-23,50	21.50-22.25	None atd.
8., 21,25-23.	75 21.00-24.25	21.50-23.00	21.50-22.25	None atd.
s 20,00-22.	50 20.00-22.50	20.00-22.00	20.00-21.50	None qtd.
s., 20.00-22.	75 21.00-22.50	19.50-22.25	19.00-21.50	20.00-21.0
s 20.00-22.	75 20.50-22.50	19.50-22.25	19.50-21.50	20.00-21.0
s 19.00-22.	00 19,50-22.50	19.00-22.00	19.50-21.50	19.50-21.0
s 18.50-20.	50 19.00-21.00	18.50-21.00	19.00-21.50	19.00-21.5
s., 18.00-21.	00 18.75-21.00	17.00-20.00	18.00-20.00	18.50-21.0
s 17.50-20.	00 18,25-21.00	17.00-20.00	18.00-20.00	18.50-21.0
s 17.00-19.	50 17.75-20.50	17.00-19.50	18.00-20.00	18.00-20.5
1.				
15.00-17.	50 14.75-18.75	13.00-17.00	15.00-18.00	14.00-16.0
12.00-15.	00 13.00-14.75	11.50-13.00	12.00-15.00	12.00-13.0
	98., 22,75-28. 18., 22,50-23. 18., 22,50-23. 18., 20,00-22. 18., 20,00-22. 18., 20,00-22. 18., 18,50-20. 18., 19,00-21. 18., 17,50-20. 18., 17,50-20. 18., 17,50-19. 1, 15,00-17.	s., 22.75-23.75 None qtd, s., 22.75-23.75 None qtd, s., 22.50-23.75 22.00-23.75 20.00-22.375 20.00-22.50 20.00-22.50 20.00-22.50 20.00-22.75 20.50-22.50 20.00-22.75 20.50-22.50 20.00-22.75 20.50-22.50 20.00-22.75 20.50-22.50 20.18.50-20.50 19.50-22.50 20.18.50-20.50 19.50-22.50 20.18.50-20.50 19.50-22.50 20.18.50-20.50 19.75-21.00 20.17.50-20.00 18.25-21.00 20.17.50-20.00 18.25-21.00 20.17.50-20.50 17.75-20.50 20.15.00-17.50 14.75-18.75	8., 22.75-23.75 None qtd. 22.50-23.50 8., 22.50-23.75 22.50-23.75 22.50-23.50 8., 20.50-23.75 21.00-24.25 21.50-23.00 8., 20.00-22.50 20.00-22.50 20.00-22.50 8., 20.00-22.75 21.00-22.50 19.50-22.25 8., 20.00-22.75 20.50-22.50 19.50-22.25 8., 18.00-22.00 19.50-22.50 19.00-22.00 8., 18.50-20.50 19.00-21.00 18.50-21.00 98., 18.50-21.00 18.75-21.00 17.00-20.00 98., 17.50-20.00 18.75-21.00 17.00-20.00 98., 17.50-20.00 18.75-21.00 17.00-19.50 1., 15.00-17.50 14.75-18.75 13.00-17.00	8., 22,75-23.75 None qtd. 22,50-23.50 None qtd. 81, 22,50-23.75 22,50-23.75 22,50-23.75 22,25-23.60 21,50-22,25 81, 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-22,50 20,00-20,00 20,00-21,50 20,00-20,00 20,00 20,00-20,00 20,0

600- 800 lbs., 21,75-22,75 None qtd. 22,00-22,50 None qtd. None qtd. 800-1000 lbs., 21,75-22,75 21,25-22,00 22,00-22,50 21,00-21,50 None qtd. 600- 800 lbs., 19.75-21.75 19.75-21.25 18.50-22.00 19.00-21.00 19.00-21.00 800-1000 lbs., 19.75-21.75 19.50-21.25 19.00-22.00 19.00-21.00 19.00-21.00 Good: 500- 700 lbs., 17,00-19,75 18,00-19,75 16,00-19,00 17,00-19,00 18,00-20,50 700- 900 lbs., 17,00-19,75 18,00-19,75 16,00-19,00 17,00-19,00 18,00-20,50 Commercial, all wts. . . 13.00-17.00 13.50-18.00 12.00-16.00 13.00-16.50 13.50-16.00 Utility, all wts. .. 11.00-13.00 11.00-13.00 10.00-12.00 10.00-13.00 12.00-13.50 cows: Commercial, all wts. . . 10.00-12.50 11.50-13.00 11.50-12.00 10.50-12.25 11.00-11.50 Utility, all wts. . . 9.00-10.00 9.75-11.75 9.00-11.50 9.00-10.50 9.00-10.50

Can. & cut., all wts. . . 7.50- 9.50 8.00-10.50 7.75- 9.00 7.50- 8.75 7.00- 8.50 VEALERS, All Weights: Ch. & pr.... 23.00-29.50 24.00-26.00 18.00-22.00 18.00-20.00 20.00-23.00 Com'l & gd., 17.00-23.00 15.00-24.00 15.00-18.00 12.00-18.00 15.00-20.00 CALVES (500 Lbs. Down): Ch. & pr... 15.00-18.00 16.00-21.00 15.00-17.00 15.00-18.00 13.00-16.00 Com'l & gl. 12.00-15.00 14.00-16.00 11.00-15.00 11.00-15.00 10.00-13.00

SHEEP & LAMBS:

Ch. & pr... 18.50-19.50 19.25-20.50 18.50-19.00 19.50-19.75 18.50-19.00 Gd. & ch... 17.50-18.50 17.75-19.50 17.00-18.50 19.00-19.50 18.00-18.50 YEARLINGS: Ch. & pr.... None qtd. 19.00-20.00 None qtd. Gd. & ch.... None qtd. 17.50-19.00 None qtd. EWES:

 $\begin{array}{ccccccc} 4.25 & 5.50 & 4.25 & 5.00 \\ 3.00 & 4.25 & 2.50 & 4.25 \end{array}$

Gd. & ch... 4.00- 5.00 Cull & util. 2.50- 4.00

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Barrel Lots

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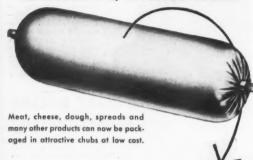
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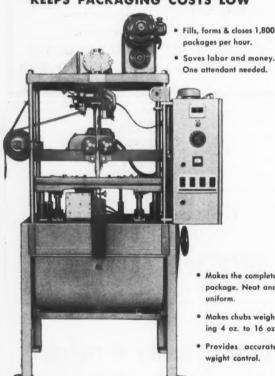
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- Makes the complete package. Neat and
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- · Provides accurate weight control.

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PACKERS' **PURCHASES**

Purchases of livestock by packers at principal centers for the week ended Saturday, October 29, 1955, as reported to The National Provisioner:

CHICAGO

Armour, 11,931 hogs; Shippers, 31,834 hogs; and Others, 26,128 hogs. Totals: 27,455 cattle, 1,055 calves, 69,893 hogs, and 5,290 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	4.213	1.033	2.847	1.544
Swift	4,067	905	4,389	1,814
Wilson .	2,151		3,431	
Butchers.			634	2
Others .	968		294	2,813
Totals.	19,885	1,938	11,595	6,173

OMAHA

Catt	le and		
Ca	lves	Hogs	Sheep
Armour 8	3.082	14.452	3,153
Cudahy 4	1,154	12,175	1,965
	3,063	13,598	1,716
	3,691	10,382	1,179
	942		
Cornhusker. 1			
	752		
Neb. Beef.			41.1
Eagle	88		4 5 5
	938		
Hoffman			
	,343		
Roth 1		* * *	* * *
Kingan		4 * *	
	156		
Others	1,901	12,783	
Totals 3	3 178	63 390	8 013

	E. 83	LUUIS	
	Cattle	Calves Hogs	Sheep
Armour	3,678	1,044 3,862	2,975
Swift	3,686	2,504 17,308	2,570
Hunter .	979	3,324	
Heil		2,394	***
Krey		2,264	
Laclede .			
Luer	111		

Totals. 8,343 3,548 29,152 5,545 ST. JOSEPH

	Cattle	Calves Hogs	Sheep
Swift	3,918	602 17,231	3,978
Armour	4,193	495 11,587	2,980
Others .	4,951	194 2,122	899
	-		

Totals*13,062 1,291 30,940 7,857
*Do not include 601 cattle, 290 calves, 10,223 hogs and 85 sheep direct to packers.

SIOUX CITY

Armour. 4,522 S.C. Dr.	Calves Hog 30 14,86	s Sheep 4 2,952
Beef . 3,402 Swift . 4,022 Butchers . 793 Others . 12,079	10,26 8 126 18,10	. 2
Totals . 24,818	164 43,23	6,522

WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy .	1.837	122	2,341	
Kansas .	747			
Dunn	114			
Dold	120		624	**
Sunflower	93			
Pioneer .			***	
Excel	689			
Armour	97			1,341
Swift				982
Others .	2,749		154	514
Totale	0.440	199	9 110	0 000

OKLAHOMA CITY

Armour		361	727	539
Wilson . Others .	$3,070 \\ 3,867$	484 1,031	597 1,417	596
Totals*	9,760	1,876	2,741	1,135

*Do not include 1,941 cattle, 537 calves, 11,056 hogs and 1,060 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	299			
Cudahy .	26			
Swift	526			
Wilson .	192			
Com'l	933		***	
Atlas	841			
United .	788	21	413	
Ideal	678			
Gr. West.		***	***	
State	428			
Others .	3,756	446	684	

467 1,097

MILWAUKEE

Packers . Butchers .	1,084	7,839 1,944		1,126 169
Maka la	E 070	0.700	7 000	1 000

	Cattle	Calves	Hogs	Sheep
Gall	222	***		511
Schlachter Others .	$\frac{316}{4,954}$	939 1	3,549	1,452
Totals.	5,270	993	3,549	2,063

	ST.	PAUL		
	Cattle	Calves	Hogs	Sheep
Armour		5,247	23,540	5,711
Bartusch		4 + 5		
Rifkin .	896	29	* * *	
Superior.	1,938			
Swift			44,335	4,928
Others .	2,959	6,051	7,092	3,576
Totals.	22,583	16,678	74,967	14,215

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,302	2,240	506	1,399
Swift	2.068	1.717	1.473	2.868
Bl. Bon.	461	44	137	
City	473	6	1	
Rosenthal	163	4		9

Totals, 4,467 4,011 2,117 4,276 TOTAL PACKER PURCHASES

	Week end Oct. 29		Same week 1954
Cattle	189,555	186,861	173,457
Hogs	854,701	357,606	297,838
Sheep	65,221	85,873	77,973

CORN BELT DIRECT TRADING

Des Moines, Nov. 2 -Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were quoted by the USDA as follows:

Hogs, U.S. 1-3: 120-180 lbs. \$ 9.75@12.50 180-240 lbs. 11.55@13.15 240-400 lbs. 11.30@13.00 300-400 lbs. 10.70@12.10

Corn Belt hog receipts were reported as follows by the U. S. Department of Agriculture:

0				
		This	Last	Last
		week	week	year
		est.	netual	actual
Oct.	27	72,500	77,000	40,000
Oct.	28	88,000	75,500	56,000
Oct.	29	47,500	49,000	36,000
Oct.	31	103,000	98,000	83,000
Nov.	1	75,000	70,000	58,000
Nov	2	85,000	72 000	64 000

LIVESTOCK PRICES AT SIOUX CITY

Prices paid for livestock at Sioux City on Wednesday, Nov. 2 were reported as follows:

CATTLE:

Steers, prime	122.25@23.2
Steers, choice	
Steers, good	18.50@20.5
Steers, com'l	13.00@18.0
Heifers, prime	None qtd.
Heifers, good & ch	18.00@20.50
Cows, util, & com'l.	9.00@11.50
Cows, can. & cut	7.50@ 8.5
Bulls, com'l & gd	10.00@12.0
Bulls, cut. & util	12.00@13.5
HOGS:	
U.S. 1-3 180/200	R13 00@13 5

HOGS:					
U.S.	1-3	. 180/	200	.\$13.006	213.50
U.S.	1-3	200/	210	. 13.256	13,75
				13.256	13,75
U.S.	1-8	, 220/	240	. 13.00@	13.50
Sows,	27	0/360	lbs	. 12.506	12.75
LAMBS	:				
Good	&	prime		. 18.256	19.50

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended October 29, 1955, was reported by the U. S. Department of Agriculture as follows:

1,126 169

1.295

Sheep

1,452

2.063 Sheep 5,711

14,215 Sheep 1,399

4.276 SES Same week 1954

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Last

Last year actual 40,000 56,000 36,000 83,000 58,000 64,000

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\$\alpha 23.25\$
\$\alpha 22.50\$
\$\alpha 20.50\$
\$\alpha 18.00\$
\$\alpha 10.50\$
\$\alpha 11.50\$
\$\alpha 8.50\$
\$\alpha 12.00\$
\$\alpha 13.50\$

219.50

NER

	Cattle	Calves	Hogs	Sheep & Lambs
Beston, N. Y. C' A at at	1 ,291	14,446	60,408	51,577
Baltimore, Philadelphia	9,360	1,444	29,010	2,481
Cincinnati, Cleveland, Detroit,				
Indianapolis	18,828	6,657	96,499	16,290
Chicago Area	27,851	7,635	58,770	6,808
St. Paul-Wis. Areas2	36,940	38,217	163,300	16,173
St. Louis Area	16,020	7,950	105,121	10,972
Sioux City	12,753	34	27,950	3,543
Omaha Area	36,368	1,068	109,069	13,518
Kansas City	18,442	3,247	48,099	9,712
Iowa-So. Minnesota	31,495	18,842	359,128	38,686
Louisville, Evansville, Nashville,				Not
Memphis	11,703	11,197	41,471	Available
Georgia-Alabama Areas	8,781	5,265	26,912	
St. Joseph, Wichita, Oklahoma City	22,101	7,085	65,702	10,526
Ft. Worth, Dallas, San Antonio	17,989	9,689	25,048	11,016
Denver, Ogden, Salt Lake City	17,297	885	17,542	30,387
Los Angeles, San Francisco Areas.		8,537	42,477	25,201
Portland, Seattle, Spokane	7,286	1,157	15,592	5,083
GRAND TOTALS		138,353	1,292,098	251,973
Totals previous week		135,711	1,295,959	253,600
Totals same week 1954	316,066	142,056	1,059,540	259,560

Includes Brooklyn, Newark and Jersey City. Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. Fincludes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. Includes Birmingham, Dotham, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average price per cwt., paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Oct. 22, compared with the same time 1954, was reported to the National Provisioner by the Canadian Department of Agriculture as

STOCK- YARDS	STI	OD EERS o to lbs.	CAL Good Che	VES		GS* le B¹	LAMBS Good Handyweight		
	1955	1954	1955	1954	1955	1954	1955	1954	
Toronto	.\$20.00	\$21.17	\$23,00	\$23.00	\$23,50	\$24.05	\$18.26	\$19.50	
Montreal	. 19.50		22.05	21.35	24.00	24.50	17.00	18.75	
Winnipeg	. 19.00	18.07	23.73	19.89	20.50	20.83	16.65	17.82	
Calgary	. 18.10	19.05	16.95	14.84	20,25	23.25	15.93	17.63	
Edmonton	. 17.85	19.00	18.50	17.00	20.65	23.75	15.75	16.75	
Lethbridge .		19.37			20.35	22,75	15.75	17.12	
Pr. Albert .		18.75	17.50	18.12	19.00	19.65	13.75		
Moose Jaw .	. 17.50	17.85	16.00	15.75	19.00	19.75		16.50	
Saskatoon	. 18.60	18.00	20.50	19.50	19.00	20.10	15.30	17.20	
Regina	. 18.10	17.65	19.10	17.55	19.00	20.00	14.20		
Vancouver .	. 18.65	20.00	16.65	17.00			18.95		

*Dominion Government premiums not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida during the week ended Oct. 28:

	Cattle	Calves	Hogs
Week ended Oct. 28	. 3,560	1,469	13,691
Week previous (five days)	4,220	1,574	16,923
Corresponding week last year		2,025	12,194
Corresponding week last year	. 3,912	2,025	12,1

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Nov. 2 were as follows:

		lbs \$23.90 ch None atd.
		gd. 17.00@19.00
Cows,	util. & c	om'l. 11.00@13.00
Cows.	can, & c	ut 9.00@11.00
Bulls.	util. & c	om'l. 13.50@15.00
Bulls.	cutter .	11.50 only

Choice & prime				\$28,00@30,00
Good & choice				23,00@27.00
Com'l & good .		0		16.00@23.00
HOCO.				

HOGS:					
U.S.	1-3.	160/18	80 8	815.00@	15.25
U.S.	1-3,	180/23	0	15.25@	15.50
U.S.	1-3,	230/27	0	14.75@	15.00
Sows,	400/	down		13.75@	14.00

LAMBS: Good & choice 20.00 only

CALIFORNIA STATE INSPECTED KILL

State inspected slaughter of livestock in California during Sept. as reported to The National Provisioner:

Cattle												No. 39,491
Calves												26,620
Hoga												18,725
Sheep	۰	۰				۰		۰	۰			33,525

Meat and lard production for September:

Sausa	ge .		 	 		Lbs. 4,998,059
Pork	and	beef			 	6,901,271 589,413
Tot	al .		 	 		12,488,743

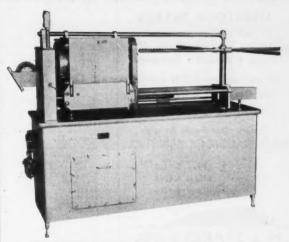
As of September 30, California had 107 meat inspectors. Plants under state inspection totaled 342, and plants under state approved municipal inspection totaled 91.

Modernize your sausage floor with

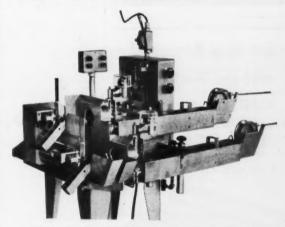
Kartridg-Paks" Speed Team

for fast, efficient

LINKING and STRIPPING



NEW TWIST-LINK METHOD performed by this revolutionary sausage linking machine permits higher speeds . . . gives you more uniform links . . . helps you meet high production quotas with low production costs.



STRIP 100% OF YOUR SAUSAGE with Kartridg-Pak's famous stripping machine. No misses. No inspection. No rehandling. This linker and stripper combination requires limited floor space . . . promotes complete controlled processing.

> See these machines at the **AMI** Convention

Kartridg-Pak Machine Co.

435 WEST SCOTT STREET, CHICAGO, ILLINOIS Telephone MOhewk 4-2020



LIVESTOCK BUYERS at stockyards in National Stock Yards, III.

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Kutto Jr. is needed everywhere goods are unpacked. Priced low enough for the smallest deal, it's a "Natural" for opening NEW Accounts.

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- STURDY
- USEFUL
- PERMANENT
- OPENS ANY CARTON WITHOUT DANGER OF CUTTING CONTENTS

Write Today for full details, Dept. NP

MODERN SPECIALTIES CO.

4301 W. Ogden Ave. Chicago 23, III.

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Head-lines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Con-tract rates on request.

POSITION WANTED

MANAGER-SALESMANAGER or assistant. College graduate, age 33, 8 years' experience. Desire position with pregressive independent firm. Managed moked ment and manufacturing plant for major packer in metropolitan market. Knowledge of yields and costs. Prefer northeast area. W-412. THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

CANNED MEAT SALES EXECUTIVE

Seeks connection with packer. Formost sales specialist, co-ordinator and "result getter" in the industry. Young, outstanding personality. W-404, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXECUTIVE: Versatile meat packing executive. Experienced young sales manager with knowledge of full line packing plant. Will only consider well established packer with interest in building for future. Best of reference. W-401, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, III.

CURING: Man experienced in beef and pork curing desires position. Can organize and teach inexperienced help. W-414, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

SALESMAN: Extensive experience. Institutional and wholesale sales. Excellent background. Young, will travel. W-415, THE NATIONAL PROVI-SIONER, 18 E. 41st St., Ne wYork 17, N.Y.

CATTLE BUYER: Experienced, all classes packer cattle. Superior record. Resumé upon request. W-416, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER-SUPERINTENDENT: Practical experience in large and small plants, including operations and sales. Engineering background, Age 39. Will be available for interview at A.M.I. convention in Oblocago. W-428, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WORKING SAUSAGE MAKER: German. Experienced. Can make a full line of sausages, loaves, curing etc. Age 40. Know how to figure costs and yields. 20. years' experience. W-429, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, 111.

WORKING CASING FOREMAN: With complete knowledge of hog and beef casings in large and small plants. Will go anywhere. W-430, THE NATIONAL PROVISIONER, 15 W. Huron 8t., Chicago 10, Ill.

HELP WANTED

ASSISTANT SALES TRAINING DIRECTOR

For large, nationally known food processing organization with headquarters in medium sized midwest university city. Will have immediate responsibility for training activities at the sales management level. To a qualified man this posi-tion can lead to increased status and responsibility. Must have college degree and at least two years experience in the training field. Should be able to provide training in Human Relations, Conference Leadership, Supervision, and Selection of personnel. Submit complete details including salary

W-417, THE NATIONAL PROVISIONER 15 W. Huron St., Chicago 10, Ill.

SALES REPRESENTATIVES WANTED

SALES REPRESENTATIVES WANTED

Well-established Mid-West packinghouse equipment and supply house (not a Chicago concern), desirous of obtaining two high-caliber sales representatives in good, established territories. Must be well-versed in selling and have knowledge of packing-house and sausage manufacturing equipment. State experience in detail, age, and enclose recent photograph. Interviews can be arranged at the coming A.M.I. convention in Chicago, if desired. All replies will be kept strictly confidential. Our employees know of this ad.

W-418, THE NATIONAL PROVISIONER

15 W. Huron St.

EXPERIENCED SALESMAN: To take complete charge of veal department on Fulton Market, Chicago. W-432, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

MANAGER: For California killing and processing plant employing 30 people. Need well rounded experience in killing floor, sausage kitchen, boning and plant maintenance. No seiling, Age 35 to 40. Salary plus other substantial inducements arend of first year. Write Box W-420, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill., or contact Mr. E. W. Stephens at the Palmer House, Chicago, during the American Meat Packers Convention in Chicago Nov. 10th to Nov. 15th.

Right man, experienced in selling quality canned meats and frozen specialties to chains, supers, provision and wholesale houses, has fine oppor-tunity covering Illinois and neighboring states. Good earnings, expenses paid. Confidential. W-419, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED SALESMAN: Established mid-western manufacturer of high quality sausage and all meat products, wants man capable of taking charge of sausage sales routes. Also cap-able of selling chains and super markets, Good opportunity for right man. In answering, give complete details of previous experience age, family status, etc. All answers confidential. Reply to Box W-421, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, III.

OHEMIST: An additional chemist wanted to join our technical staff. High class person who has had experience working with seasonings, spices, oleoresins and spice oils. Salary open. Kadison-Shoemaker Laboratories, 703 W. Root St., Ohl-

THREE SALESMEN: Experienced in selling packers. One man for west coast, one for midwest and one for southeast. To sell packing materials and machines for well known manufacturer now selling to the industry. Must be capable of handling established exclusive territory. Send complete resume, including present and desired salary, travel compensation and territory. Applications will be held in strict confidence. W-405, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

CHIEF ENGINEER: For packing house in the east. Qualified man will be given full authority to do right job. Excellent salary. Will be directly responsible to top management only. Exceptional opportunity for the right man. W-406, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

SAUSAGE FOREMAN

For Mid-western plant with capacity of 100,000 lbs, of sunsage. Must have a countete knowledge of sunsage production, know nedds, costs and quality. Must be able to handle personnel and work in close harmony with engineering and cost departments. Reply to Box W-433, THE NA-TIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CHEMIST

WITH PACKING HOUSE EXPERIENCE

For quality control and product development. Wonderful opportunity for ambitious, qualified man. Excellent salary and benefits, Send full details immediately to

THE SUCHER PACKING COMPANY

P. O. Box 975

Dayton 1. Ohio

GENERAL MANAGER: Position open for general manager of a Los Angeles sausage plant. Must have production, buying and executive experience and ability to supervise and control sausage plant operation, including pre-packaging, Salary open. Reply must include a complete statement of qualifications and experience, Reply to Box W-431, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMEN: To sell supplies to packers, lockers, in Illinois, Michigan, Kentucky, Indiana. Must have experience in industry. Draw, expenses. Write to Paul R. Stewart, 610 Lexington Ave., Terrace Park, Ohio.

WANTED: Experienced working foreman for beef and pork kill. Also pork cut. North Carolina. W-407, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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